

LEATHER

VOLUME 119

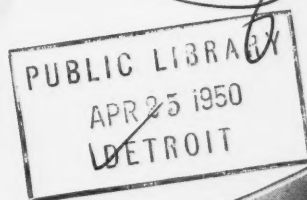
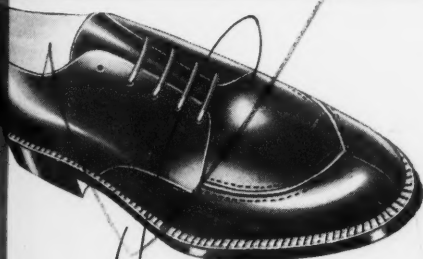
NO. 16

TECHNOLOGY DEPT.

APRIL 22

1950

and SHOES



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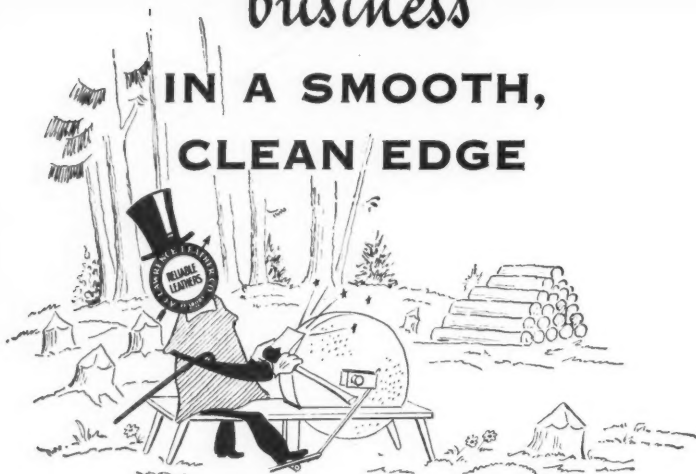


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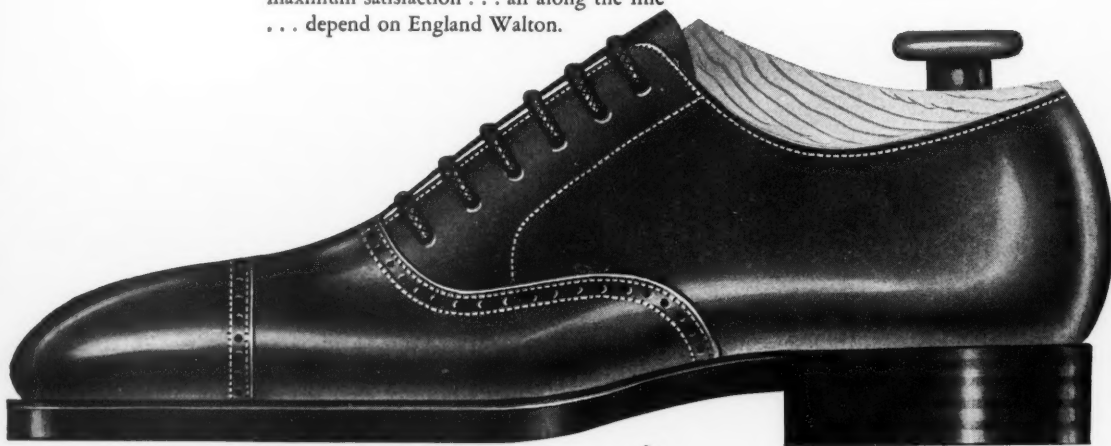
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CLEAN EDGE



Frayed sole edges breed complaints that, beginning with the wearer, are passed through the retailer right back to the manufacturer. You can eliminate this business risk with England Walton quality sole leathers. Their tight, interwoven fibres cut clean, finish up smooth and add the lasting trimness that gives you a real edge over competition. For maximum satisfaction . . . all along the line . . . depend on England Walton.



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SAN FRANCISCO • ASHLAND, KY. • NEWPORT, TENN. • HAZELWOOD, N. C.



Cheap children's shoes to be tested on 1500 Middlesex, England, schoolchildren by British Boot and Shoe Trade Research Assn. Shoes are built to last four months—average time a child takes to outgrow a pair.

Shoes to be mass-produced, sell for about \$1.40 per pair. Idea developed by Dr. W. G. Booth, local health officer. Large British children's shoe manufacturer expected to turn them out. Comparable hand-made children's leather shoes now sell for \$2.80 in England.

• •

Communist unions expelled from CIO and independent Communist unions expected to form strong, closely-knit third labor federation. This is latest Communist directive, coming from secret meeting of top CP officials and union leaders held recently at CP National Hq.

CP action a result of recent membership raids upon expelled unions by Philip Murray, CIO president. Murray has already cut down strength of these unions considerably, will probably raid International Fur and Leather Workers if that union is expelled by CIO. IFLWU hearing now scheduled to begin on June 1.

New labor party will base policy on claim that CIO and AFL are cooperating with Govt. and management to oppress labor. Communists remaining within CIO and AFL will continue efforts to disrupt unity, work up dissension among rank-and-file members.

• •

Austria now seeking wider export market here. Trade officials now planning joint Austrian-American Trade Research Office for development of Austrian products to sell to U.S. market. U.S. merchandising experts have already told ECA that Austria's drive to earn dollars by selling certain specialty items here can be pushed by sale of shoes, boots and leather goods.

Most of these will be luxury items, non-competitive with American-made, mass-produced goods. Trade Research Office's job is to select goods not in competition with U.S. manufacturers. Officials here sold on program, have already spent \$10,000 on Austrian merchandising surveys, advising merchants how to boom their exports to U.S.

• •

More than 50 investigations into temporary learner certificates granted individual shoe manufacturers now being conducted by Wage and Hour Division of Labor Dept. Investigations brought on by protests from

various locals of United Shoe Workers of America, CIO, or individual workers at plants in question. At least one company already facing revocation of learner certificate because of availability of experienced shoe workers in area.

Wage and Hour Office now using unofficial department memo as standard definition on "experienced worker available." Memo defines phrase as experienced worker residing "within area from which the employer customarily draws his labor supply, or an experienced worker (not necessarily from the immediate vicinity of the establishment) who makes himself available to an employer at his plant or place of employment . . ."

Under this informal standard, shoe workers unemployed in one area can migrate temporarily to another where shoe factories are hiring learners due to lack of available local experienced workmen. No date set as yet on resumption of learner hearing in Washington but early May is mentioned as a possibility. Investigations will be rolling before then and some revocations may be announced.

• •

Britain soon to feel bite of synthetic soling materials. Boot Trades Research Assn. recently staged representative display of rubber and composition soles at Kettering. Display attracted so much attention that Assn. is sending it on tour to all shoe manufacturing centers in England.

British shoe manufacturing sources say use of synthetics likely to grow rapidly due to present and prospective high prices of leather soling. H. Bradley, director of Assn., reported significantly that many questions from shoe trade prompted Assn. to investigate synthetics. "There is no value in ostrich-like behaviour," Bradley said.

• •

Miscellany: South Africa produced 13,590,000 pairs of shoes in 85 factories last year. Production in 1950 expected to be even larger. . . **Sales of women's shoes** in 219 large department stores during Feb. ran only 1% below same month a year ago and even for first two months, according to Federal Reserve System. **Children's shoes** in 212 stores down 4% for month, 6% for 2 months. **Men's and boys' shoes and slippers** up 4% for Feb. and 2% for 2 months. All shoes sold in 124 basement divisions off 3% for Feb., 5% for 2 months. . . **U.S. imports of hides and skins from Latin America** during 1949 fell 58.7% from 1948 and 49.4% from 1947. Outlook for 1950 encouraging with influx of Argentine hides.

EDITORIAL

The State Is My Shepherd . . .

The State is my Shepherd,
I shall not work;
It maketh me to lie down
on good jobs;
It leadeth me by the still
factories;
It deadens my soul;
It leadeth me in the paths of
idleness for politics' sake.
Yea, though I walk through the
valley of slothfulness
and economic disaster,
I will fear no evil,
For it will be with me;
Its dole and paternalism,
they comfort me.
It prepareth a Utopia for me by
appropriating the earnings
of the frugal;
It filleth my head with fool
expectations;
My mounting insufficiency
runneth over.
Surely goodness and mercy shall
follow me all the days of my life.

For that clever parody on the 23rd Psalm we owe thanks to the *Memphis Commercial Appeal*. It so aptly describes the slow disintegration of individualism and the rise of state paternalism which is being bred by our government.

Today, 40 out of every 1,000 persons—four percent of the total population—work for the government, federal, state or municipal. But in ratio to the total U. S. labor force, 10 percent is employed to operate government.

This, of course, is inevitable. For as government grows more paternal it must do more things for its family. The more it does, the more it costs, and the more people are required to operate the factory of paternalism. We gradually arrive at a point where one half lives off the other half.

This does not mean that everyone will have as *much* as the other fellow, but that everyone will have as *little* as everyone else. This is the reality of such a philosophy of paternalism, despite the bright tinsel in which the

government package is being sold to the people.

It could be that we are becoming a nation of "gimmies" rather than "go-getters." The indolent are encouraged in the belief that it is their due to live on the results and production of the thrifty and industrious. A segment of the moral disintegration is illustrated by the fact that the government encourages, even urges, business firms and individuals to be "liberal" with expense accounts and charitable contributions because such contributions are tax-deductible and can be charged to the government. In short, there is no appeal to moral fibre, to Christian duty and obligation; rather, the aim is to encourage sloth and waste. What is really wasted is the integrity and dignity of the individual. We transfer our allegiance to trust in Divine Assurance to fawning dependence upon government. "The State is my Shepherd, I shall not work . . ."

Today, a quarter of everything we produce goes to the support of the government. The latter "justifies" this by pointing out that what it takes away it gives back so that none of the abundance is lost. That is the grand illusion, the mirage. Power over the economic lives of the people is power of the whole lives of the people.

We recognize that today Great Britain is a socialistic state, with its central government taking 40 percent of the national income. But we are only a shockingly small distance away from this status, for today our government takes 25 percent of the

national income. In 1949 our Federal government alone cost us \$40.1 billions—nearly as much as all the wages and salaries paid in manufacturing industry, nearly as much as the national food bill of 150,000,000 Americans. In 1950, when the deficit is added up, the Federal cost will be close to \$50 billions. This is \$5 billions more than all the gold accumulated in all the world since the year 1500. In fact, the great hoard of gold buried in Fort Knox would be enough to pay our current Federal operating expenses for only five months.

Recently Henry A. Wise, New York State Senator, stated, "I get the feeling that relief is being glamorized today, and that people are being encouraged to look on it as a way of life."

But do not think that the mere wailing against the growing welfare state will be effective. As declared in a recent speech by Gov. Thomas Dewey of New York, "Anyone who thinks that an attack on the fundamental idea of security and welfare is appealing to the people generally is living in the Middle Ages."

There is a great truth in that. The something-for-nothing idea is imbedded in human nature. The "gimmies" is a chronic disease which afflicts only man in the entire animal kingdom. Ironically, we have succeeded in eradicating many diseases that have long plagued mankind, and we are launching successful attacks against the remaining ones.

Now we have only to make the people recognize paternalism as a disease as devastating and fatal as cancer, for a cancer it is. But all history shows that we have never yet destroyed a plague merely by condemning it. Only by positive, concrete action have we succeeded.

The disease of paternalism—its destruction—is now the responsibility of every businessman, of every individual conscious of the lurking evils in today's growing symptoms. We must remember the potent words of Seneca, the Roman, "Man does not die; he kills himself." This can apply as well to a government.

NOTICE

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The first thing that's required is a study of the shoe factory's problems, then the establishment of a corrective program which remedies unnecessary costs and enlarges profits. Here is how such a program might be approached.

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TC ESTIMATES FIRST 4 MONTHS' OUTPUT UP 3.6%—First quarter output shows increase of 3.5 percent over same period last year. Women's shoe output gains 7.3 percent.

MONARCH LEATHER CO. HALTS TANNING OPERATIONS—Boston office closes as one of nation's largest side and split tanners halts production. No reason given for shutdown.

ALCA CONVENTION TO COVER TANNERY WASTE DISPOSAL—French Lick meeting will include symposium on problems of tannery wastes.

BUYING CAUTIOUS, PRICES FIRM AT N. Y. FALL SHOWING—Richardson's death saddens seasonal event. Buyers hold off orders.

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NEWS

Leather & Shoe Industry Faces New Tariff Cuts

Negotiations on "reciprocal tariff and other trade barrier concessions" on some 2500 import commodities including all types of leather and various types of boots and shoes coming into the U. S. will begin in Sept. at Torquay, Eng., the State Dept. has announced. At that time, officials of the U. S. and 17 other nations will consider a third round of tariff negotiations.

Considerable interest in the coming meetings has been expressed in U. S. tanning and shoe manufacturing centers, since further tariff concessions on leathers and shoes may permit these commodities to enter the U. S. in far greater quantities at lower tariffs. The State Dept. this week published a list of leather and leather products to be considered for revisions.

Commenting upon the scheduled

meetings, the Tanners' Council this week said that the "salient issue" at the Sept. negotiations should not be U. S. tariff reductions. "Further cuts by the U. S. will not redress the dollar gap, they will not promote the 'Expansion of foreign trade' or contribute to 'raising living standards throughout the world,'" the Council declared.

"The first and immediate task is to call quits on foreign government interference with international trade and abolish discriminatory trade practices of other nations. Unless that is made the prime task the U. S. will only bargain away the economic health of many domestic industries and the livelihood of millions of American employees."

Public hearings on reciprocal tariff will be held in Washington late in May and members of the tanning industry will present testimony at that time.

ALCA Convention to Cover Tannery Waste Disposal

A symposium covering the various phases of tannery waste disposal and its problems will be held at Annual Convention of the American Leather Chemists Ass'n. to be held May 31-June 2 at French Lick, Ind., according to the ALCA Convention Committee. Subject matter will include a discussion of legal requirements relating to industrial wastes, the treatment of both chrome and vegetable wastes, and the description of an efficient waste disposal system.

The symposium, conducted by the Stream-Pollution Sub-Committee under Howard T. Reuning of U. S. Leather Co., will be open to all interested. Formal presentations of various aspects of the problem will be supplemented by a round table discussion and a paper on the subject will be given at the general sessions.

ALCA has long been active on this subject, often working with the Tanners' Council in collecting and disseminating information. Members have been asked to review J.A.L.C.A.

No. 39—1944 and No. 38—1943 which contain data on tannery waste treatment and a survey of treatment plants before attending the symposium.

Favor New Wage Minimum in Mass.

A bill establishing a new graduated minimum wage floor in Massachusetts of 65-70-75 cents over a three-year period was reported out favorably this week by a state legislative labor and industries committee. The new minimum covers all workers in the state except executives, administrators, professionals and outside salesmen.

Under the bill, minimum wage is set at 65 cents per hour until Dec. 31, 1950; 70 cents hourly until Dec. 31, 1950; and 75 cents from Jan. 1, 1952 on. However, the commissioner of labor and industries has power to issue sub-minimum wage licenses for learners and apprentices whose earning capacity has been lowered by age or injuries and deficiencies.

TC Estimates First 4 Months' Output Up 3.6%

Total shoe production for the first four months of 1950 will approximate 162,033,000 pairs, an increase of 3.6 percent over the 156,454,000 pairs produced at the same period of 1949, the Tanners' Council estimated this week.

In a preliminary report, the Council estimates March output at 45,130,000 pairs, a gain of 0.7 percent over the 44,818,000 pairs produced in March 1949, and April output at 39 million, some 3.7 percent above the 37,626,000 pairs turned out the previous April.

First quarter output is believed to have totaled 123,033,000 pairs or 3.5 percent more than in the first quarter of 1949. All major groups except men's, infants' and babies' shoes showed gains in this period with women's shoes showing the largest gain, an increase of 7.3 percent. Following are comparative figures:

(1,000 Pairs)	1950	1949	% Change
Jan. (prelim.)	38,633	36,921	+4.6
Feb. (prelim.)	39,270	37,089	+5.9
March (estimate)	45,130	44,818	+0.7
First Qtr.	123,033	118,828	+3.5
April (estimate)	39,000	37,626	+3.7
First Four Mos.	162,033	156,454	+3.6

Buying Cautious, Prices Firm at N. Y. Fall Showing

Buying continued at the anticipated cautious level although prices remained generally firm at the Shoe Manufacturers Fall Opening held April 16-20 in New York City. More than 1500 buyers thronged to the Hotel New Yorker for the five-day showing to look over late Summer and early Fall shoes exhibited by over 260 shoe manufacturers.

A sad note was interspersed into the show with news of the death in Boston this week of Eugene A. Richardson, director of Eugene A. Richardson Associates, sponsors of the event for 26 seasons. Ralph S. Wilder, Jr., took over direction of the show.

Buyers showed active interest in various volume lines of men's, women's and children's shoes but good orders were not generally forthcoming. For one reason, many buyers are looking for price drops in the near future. Women's play shoes, casuals and sports shoes came in for a good deal of attention as did most quick-turnover types. The cowboy type of children's boots and slippers and Western motif casuals continued popular. Fabric shoes also drew good interest.

Thomas T. Taylor, Compo Executive, Dies

Thomas T. Taylor, 44, technical director of Compo Shoe Machinery Corp., died suddenly on April 16. A native of Marion, Va., Mr. Taylor graduated from Virginia Polytechnic Institute as a chemical engineer. He did post graduate work in chemistry and chemical engineering at Emory & Henry College and at the Univ. of Virginia.



THOMAS T. TAYLOR

From 1928-1938, he worked in the E. I. DuPont laboratories at Parlin, N. J., joining Compo in 1938. He rose from the post of chief chemist to chemical research director and was appointed technical director on Jan. 1, 1945.

Mr. Taylor lived in Stoneham. He was a member of The Boston Rubber Group and the American Society for Testing Materials Committee D-14, Adhesives.

Survivors include his wife, Florence S. (Gushee) and a three-year-old son.

Monarch Leather Co. Ceases Tanning Operations

Trade reports that Monarch Leather Co., Chicago tanner, is going out of business were further substantiated this week with news that the company has closed its Boston office and ceased operations at its Chicago tannery. The company is one of the nation's largest tanners of chrome sides and splits for uppers.

Regular customers of the firm have known for several weeks of the im-

pending closing. Company officials, however, have refused to comment. One company executive admitted this week that Monarch had ceased operations "indefinitely" but refused to discuss the matter beyond stating that the company has a "certain reason."

Meantime, Day-Gormley Leather Co., Boston upper leather dealer, has announced it will shortly move its office from 195 South street to Monarch's present Boston office at 92 South street. The changeover is expected to be completed by mid-June, according to company officials. A skeleton staff of Monarch officials has been on duty at the Boston office.

Present officers of the company include E. W. Eisendrath, president; Wm. B. Eisendrath, vice president and treasurer; and Wm. N. Eisendrath, secretary.

TC Urges Import Ban On Mexican Kid, Goat Leather

The Tanners' Council has asked the Customs Bureau of the Treasury Dept. to ban imports of Mexican goat and kid leathers as long as the Mexican Govt. continues its practice of "dumping."

In a letter to the Bureau, the Council charged that the Mexican Govt. is subsidizing native kid tanners and preventing rawstock exports to the U. S. by setting a "discriminatory export duty" and "denying export licenses for raw skins."

"This export duty has prevented U. S. tanners from securing customary supplies of raw skins in Mexico, and more important, has directly subsidized Mexican kid tanners to the full extent of the export tax," the TC said. "As a result, Mexican leather is being 'dumped' in the U. S. at prices far below world market prices, and below the cost of production of goat and kid leather in this country."

Prices of Mexican leathers sold here are generally 25-35 percent below those of American-made leathers of the same time, the Council added, stating that these prices could not possibly be based upon production costs and world market rawstock prices.

"Imports of goat and kid leather from Mexico have increased substantially in recent months and in Jan., 1950, totaled over 250,000 sq. ft.," the Council said. "An official governmental policy to expand exports of leather and to assist Mexican tanners is freely admitted."

Geo. Dunning Joins L & S New England Sales Staff

George G. Dunning has joined the staff of LEATHER AND SHOES as New England sales representative. He will work in conjunction with Frederick G. Moynahan, New England sales director for L&S.



GEORGE G. DUNNING

A native of Newark, N. J., Dunning has lived in New England for the past 30 years. He attended the University of Alabama and in 1937 took a trip around the world, writing travelogues for various publications. Upon his return, he was associated with the Quincy (Mass.) *Patriot-Ledger* as a sports writer and became Managing Editor of *Flair*, a local picture magazine.

From 1940-1948, he served as a space representative for National Transitsads. More recently, he was Assistant Advertising Manager for *Look Magazine* in New England.

Dunning is 35, the father of four children, and lives in Weymouth, Mass. He is the son of George Dunning, New England Manager for *The American Magazine*.

Burk Bros. Elects Officers

Henry B. Fitzpatrick has been elected president of Burk Bros., Inc., Philadelphia, oldest operating chrome tanners in the world. He succeeds his father, A. L. Fitzpatrick, who was elected chairman of the board.

Other officers named at a recent meeting of the board of directors were J. M. Lacey and A. L. Fitzpatrick, Jr., elected vice presidents; and B. C. Carroll, vice president in charge of sales. R. J. McConnell is treasurer and H. S. Shaak is secretary.

During the meeting, it was decided to expand production of side leathers for volume output in men's and women's finishes and weights. Glazed and suede kid will also be continued in production.

ISMC Re-elects Officers

Jacob S. Kamborian was re-elected president and treasurer at the annual meeting of International Shoe Machine Corp., held March 31.

Other officers re-elected for the coming year were: Charles W. O'Connor, vice president in charge of sales and service; Harold V. Daniels, vice president in charge of research and research sales; Willis L. Conn, controller; Ira S. Habeshian, assistant treasurer; and W. Sidney Felton, clerk.

Kamborian reported outstanding progress made by the firm during 1949. The number of machines installed during the year was almost equal to the total number of machines installed in the previous 12 years of the company's history. A pronounced trend toward cement process footwear was largely credited with the growth of the company's business.

Kamborian estimated that an annual average of 125 million pairs of shoes were being lasted at the end of 1949 on Kamborian sidelasters, principal machines leased by ISMC.

Canada

● Currency controls and import restrictions in exports markets continue to hamper operations of **Davis Leather Co., Ltd.**, Newmarket, Ontario, according to a report by N. C. Urquhart, president, at the annual meeting. The situation is improving, however, and shipments on a limited scale have been made to South America, Italy and Germany. Steady improvement is expected in the U. S. market.

General Shoe Low Bidder On 35,004 Pairs. Tan Oxfords

General Shoe Corp., Nashville, Tenn., was low bidder this week at the public opening of QM-30-28-50-607 covering a total of 35,004 pairs of tan low quarter shoes.

Four shoe manufacturers bid on the entire quantity of shoes with General Shoe Corp. bidding on the basis of \$4.55 per pair. Next lowest was Doyle Shoe Co. of Brockton, which bid \$4.62 per pair. Endicott-Johnson Corp., Endicott, N. Y., bid \$4.925 per pair and A. R. Hyde & Sons turned in the highest bid of \$4.97 per pair.

Preston Shoe To Leave Lynn

Preston Shoe Co., Lynn, Mass., manufacturer of women's cemented sandals, has ceased operations and will liquidate its business. News of the closing of one of Lynn's oldest shoe firms was made public by Charles J. Goldman, attorney for the company.

Goldman said that high labor costs in the area and conditions resulting "in low production" were responsible for the shutdown. Trade sources reported that the company has been unable to reach a satisfactory wage agreement with the Lynn Local of United Shoe Workers of America, CIO.

Company principals, David Estrich, and Harry and Bernard Adler, are planning to open another factory outside the Massachusetts area, Goldman said. Estrich and Harry Adler were original founders of the firm in 1912. At one time, it employed 375 workers and had 200 on the payroll before closing.

Cancel Army Bid

The New York Quartermaster Purchasing Office has cancelled invitations for Bids QM-30-280-50-660 covering a total of 3000 pairs of tropical combat boots. Bids will be returned unopened to bidders. No reason for the cancellation was given.

National Hide Association Sets Meeting Program

Following is the program of speakers and events scheduled for the Sixth Annual Meeting of the National Hide Assn. to be held May 22 at the Bay State Room of Boston's Hotel Statler: 9:30 A.M.-2:30 P.M.—Registration.

10:30-11:00 A.M.—Welcome to members and guests and an address, "Looking Ahead," Charles J. Wenzel, President of the NHA and general partner in the firm of Sands & Leckie, Boston brokers in hides and skins.

11:00-11:30 A.M.—"The New Hide Futures Contract—Pro and Con," Howard Biel, Head of Hide, Wool and Rubber Department of Merrill Lynch, Pierce, Fenner and Beane, hide futures brokers.

11:30-12:00—Talk by Earl C. Gibbs, Vice President of Harl M. Gibbs Company, Cleveland, Ohio, beef packers, "Hides from The Packers Viewpoint."

12:00-12:30 P.M.—Presentation of reports by the following: Merle A. Delph, Treasurer; Charles F. Becking, Secretary; Jack Weiller, Chairman of the Hide Committee; A. B. Reed, Chairman of the Grievance Committee; Leslie M. Lyon, Chairman of the Washington Committee, and membership and finance committee reports by Messrs. Becking and Delph, respectively.

12:30-2 P.M. — Luncheon — President Charles J. Wenzel presiding. Paul A. Dever, Gov. of Massachusetts; Maxwell Field, Executive Vice President, New England Shoe and Leather Assn. and Stuart Richardson, Promotion Officer of the Northern Electric Company of Montreal, Que., will be the guest speakers.

2:00-2:30 P.M.—Election of Directors.

2:30-3:00 P.M.—Demonstration of the new and improved electric dehydrator by R. Wetzel, Vice President of The Charles L. Jarvis Company, Middletown, Conn.

3:30-4:00 P.M.—An address, "Hides and Their Relation to Foot Health" by Dr. Joseph Lelyveld, Chairman and Founder of the National Foot Health Council.

6:30 P.M. — Annual Banquet — President Charles J. Wenzel presiding. Presentation of plaques to 13 founders of the National Hide Association in recognition of their service to the industry. Presentation of the "Medal of Merit," to be awarded to the person or persons who, in the opinion of the Board of Directors of the National Hide Association, has done the most during the past year to benefit the hide and leather industry. Those in the allied trades are eligible for this award as well as hide men.

Entertainment for members and their guests.

* Ladies are welcome to both the luncheon and the banquet.

**Special tables are to be reserved for Canadians and Pennsylvanians, who are to be honored at this convention.



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299
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ONE POUND...
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Goodyear Claims Non-Curl Neolite Innersole

The Shoe Products division of Goodyear Tire & Rubber Co. is now marketing a Neolite innersole that will not crack, curl or squeak. The new innersole is sanitary, flexible and helps shoes retain original shape, according to H. L. Post, general manager of the division.

The new product, tested in all types of weather, is finished with a suede surface which permits the foot to slide easily in and out of the shoe and get proper ventilation. Post said it is being marketed in sheet form or pre-cut in all sizes for men's, women's and children's shoes.

E. H. Buettner Elected Pfister & Vogel Prexy

Erhard H. Buettner has been elected president of Pfister & Vogel Tanning Co., Milwaukee, Wis. Buettner, a veteran of over 25 years service with the firm, succeeds Frank Belz, who retired after 53 years of service with the tanning firm.

Charles P. Vogel was re-elected chairman of the board. Other elections included S. A. Pierson, from secretary-treasurer to vice president and secretary; John Kultgen, from assistant secretary-treasurer to treasurer and assistant secretary; and

Das Leder, technical paper for the German leather industry, may be ordered by sending \$10.50 to the National City Bank of New York, 55 Wall St., New York City, for credit to the account of Hessische Bank, Darmstadt, Western Germany, in favor of Eduard Roether Verlag, Liebigstrasse 24, Darmstadt. Copy of covering letter should be sent to Eduard Roether Verlag, indicating name and address of sender, and stating that this payment covers subscription to Das Leder for one year. The journal appears monthly.

Lauren Meyers, from plant superintendent to vice president in charge of manufacturing.

N. E. Jan. Output Up 10%

New England shoe production during Jan. totaled 12,777,000 pairs, a gain of 10 percent over Jan. 1949, the New England Shoe and Leather Assn. reports. Total U. S. output for the month, according to Census Bureau figures, was 38,633,000 pairs, an increase of five percent over Jan. 1949.

Massachusetts led all other states in production during the month with 6,653,000 pairs while New York was

second with a total of 5,538,000 pairs. As a whole, the New England shoe states registered the following output changes: Massachusetts, up 6.8 percent; New Hampshire, up 17 percent; and Maine, up 9.7 percent. Shoe shipments from the area during Jan. totaled \$42,644,000 with a per pair average value of \$3.30.

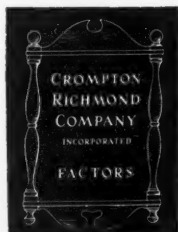
Approximately 36,680 workers were employed in the Massachusetts shoe industry during the month and received \$1,450,118 in average total weekly wages. This was a decrease of 4.5 percent in employment and an increase of 0.1 percent in payrolls from the same month a year ago. The U. S. shoe industry employed approximately 231,600 workers in this period, an increase of 3.7 percent over the previous month.

Fox Elected Guild Prexy

Charles Fox of Zuckerman & Fox, Inc., has been elected president of the Guild of Better Shoe Manufacturers, New York, for the year 1950. He succeeds Albert H. Bogutz of Newton Elkin Shoe Co.

The only other new officer elected was Howard Fox of Fox Shoe Mfg. Corp., who becomes vice president, succeeding Irving Grossman of I. Miller & Sons, Inc., Long Island City. All other officers were re-elected.

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▲ Leaders of the Hide, Skin & Leather Division of the United Jewish Appeal of Greater New York for 1950 are chairman, **Alfred E. Greene**, Emil Buschoff & Co., and associate chairmen **Arthur Loewengart** of Arthur Loewengart & Co.; **Aaron Chlewich**, Chlewich Sons & Co.; and **Sigmund Farkash**, S. Farkash, Inc. **Morris L. Perlstein**, Perlstein Bros., is vice chairman of the sole leather group; **Herbert J. Cruskian**, American Kid Co., Inc., is vice chairman of the kidskin leather group; **Morris Joffe**, Fleming-Joffe, Ltd., is vice chairman of the reptile leather group; and **Lothar Adler**, Eagle-Flagg Tanning Corp., is general vice chairman.

▲ United Shoe Machinery Corp., Boston, has announced the following personnel changes: **Clarence Roeder** has been transferred from the Johnson City office to the Harrisburg, Pa. office to succeed **Harry E. Robinson** as district manager. Robinson has retired after nearly 40 years of service because of ill health. **John H. Corbin** has been promoted from assistant district manager of Johnson City to district manager. In the Boston office, **E. R. Noyes** has been made manager of the Goodyear Dept. succeeding **T. A. Whidden**, who has retired after nearly 45 years of service. **Caspar Ranger II** succeeds Noyes as manager of the Littleway Dept.

▲ **Edward L. Lalumier** has retired as vice president and secretary of Armour & Co., Chicago packers and tanners, it is reported.

▲ **Miss Doris V. Beechman**, fashion adviser, is no longer connected with the Ohio Leather Co.

▲ New members of the Superintendents' and Foremen's Assn. of New York are: **Joseph Lowry** of Delta Shoe Mfg. Co.; **H. M. Panofsky**, also of Delta; **Samuel Siegel** of Dianafix Corp.; **Jerome E. Conrad** of Adhesive Products, Inc.; **Thomas Randazzo** of Cosmos Footwear; **Peter Culcasi** of Andrew Geller; **Gustave Frost** of Geller; **Nat Polikoff** of Triple Novelty Co.; and **Herman Russek** of Dianafix. The first meeting of each month will be devoted to mass inductions in the future.

▲ **Michael Goldstein** has been appointed vice president of Miles Shoes, Inc., operators of 137 retail shoe stores in the East. **Sylvan Bane**, **Nicholas Kuhn** and **Meyer Bogoroff** have been appointed assistant vice presidents.

▲ **Dr. Wm. M. Scholl**, founder and president of The Scholl Mfg. Co., Inc., Chicago, recently returned from a Spring trip to the Continent where he found increasing trade improvements. A new factory in Frankfurt, Germany, replacing a war-destroyed building, is now supplying Western

Postpone IFLWU Red Hearing

The scheduled CIO hearings on charges of Communist domination against International Fur and Leather Workers Union, originally set for April 18, has been postponed until June 1. Postponement was requested by IFLWU president Ben Gold, who is an admitted Communist, until after the IFLWU annual convention beginning May 2.

Gold was ruled ineligible to continue as a member of the CIO executive board last Nov. as the CIO revised its Constitution. New laws now give the CIO board power to expel officers or unions following Communist policies. Six unions have already been expelled from the CIO on similar charges.

A three-man committee, headed by David J. McDonald, secretary-treasurer of the Steelworkers union, will hear the IFLWU charges. Other members of the committee are Joseph Beirne, president of the Communications Workers, and Harry Sayre, president of the Paper Workers union.

Seek Dismissal-Pay Provisions

Does the leather and leather products industry have any dismissal-pay provisions in its various labor-management agreements? This is a question officials in the U. S. Labor Dept. Bureau of Labor Statistics would like to have answered.

The question arose after a recently completed Bureau survey of some 2,137 labor agreements covering 3,500,000 employees. Only 168 or about eight percent were found to state specifically that workers losing their jobs through no fault of their own are entitled to separation or severance allowances.

Leather And Shoes' Washington representative asked one Dept. official how many footwear or leather firms were studied, was told that 109 contracts were investigated, of which not one contained the dismissal-pay provision. The Dept. would like to find out if there are any such agreements in the industry. Details of the sampling study will be found in the April, 1950, Monthly Labor Review.

Germany with Dr. Scholl's Foot Appliances and Remedies. His tour included visits to Scholl branches in Berlin, Hamburg, Hanover, Cologne, Stuttgart, Brussels, Paris, London and other European centers.

▲ **Dr. William B. Hardy** has been appointed sectional director in the Chemical Research Dept. Calco Chemical Division American Cyanamid Co. He will be in charge of the entire research program in the field of vat dyes.

Nominate Tannery Union Officers

Brace Shepard, who served as temporary president, John Noone, Reuben Todd and Willard Bennett have been nominated for permanent president of Local 1712, United Tannery Workers Union, CIO, in Gloversville, N. Y. All nominees have been active in opposing the Independent Leather Workers Union, dubbed by the Tanners Assn. of Fulton County as "Communist-led." All have also been active in forming the new CIO leather union.

NLRB Upholds BSWU Charges At General Shoe Corp.

NLRB trial examiner John H. Eadie has recommended that General Shoe Corp. withhold all recognition from the Advisory Committee, Safety Committee and Benefit Committee as representatives of its employees and cease interfering, restraining or coercing its employees in their self-organizational rights. Charges against the company were brought by the Boot and Shoe Workers Union, AFL, which claimed the company was supporting the committees in violation of the Taft-Hartley Law.

Labor Dispute Closes All Right

All Right Shoe Corp., Brooklyn manufacturer of women's play-shoes and casuals, ceased operations temporarily last week because of a labor dispute. Company officials claimed workers walked out on Thursday in violation of a union-company agreement. Isidore Rosenberg, manager of Joint Council No. 13, worker bargaining agent, said workers remained out because of Holy Thursday and found themselves locked out on their return on Friday.

Production is being continued at another plant, according to trade sources, and deliveries will continue. The union is considering legal action against the company which is affiliated with Cosmos Footwear Corp.

Leather Workers Get Wage Boost

Workers employed at hourly rates at G. Levor & Co. and Framglo Tanners, Inc., tanneries in Gloversville, have received raises of five and ten cents in a new contract signed by officials of the companies and the Adirondack Leather Workers Union. According to the new contract, workers receiving \$1 hourly will now get \$1.10, while those on a \$1.10 basis will receive \$1.15.

Piece work rates remain unchanged, ranging from \$1.22 to \$1.73. The contract also provides a sixth paid holiday and hospital insurance benefits for employees and their families. The latter cost will be borne by the employers. Samuel Rothschild is president of both firms.

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CHEMICALS INDISPENSABLE
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SPOT News

Illinois

• More than 15,000 business men are expected to be on hand at the 19th National Packaging Exposition and Conference to be held April 24-27 in Chicago. The exposition is sponsored by the American Management Assn. Various problems in packaging and shipping will be discussed and demonstrated.

• The shoe department in Crawford Department Store, Inc., Chicago has been leased to Arthur Arnold, it is reported.

• The Flora plant of International Shoe Co. has been closed down for an indefinite period of time, according to George Seelman, plant superintendent. The plant has recently been turning out a line of Grade 5 women's cement shoes.

Missouri

• Work has begun on construction of a quarter million dollar plant at Ironton for Brown Shoe Co. The building is being built entirely by the company although local citizens purchased the site and siding.

Florida

• Miller's Department Store, Inc., has leased its shoe department in the Lakeland store to Felix Dupre and Jeff Baynam, it is reported.

• Involuntary petition in bankruptcy has been filed against Tait's Department Store in Dade City, it is reported. Frank Tait is proprietor.

Ohio

• Vacation pay due former employees of the L. V. Marks Shoe Co. plant in Vanceburg, Ky., is to be paid during the week of April 20-25, according to company officials.

New York

• Endicott-Johnson Corp., Endicott, may be forced to discontinue production of rubber footwear at its manufacturing unit in Johnson City if tariff on rubber footwear and other goods is reduced. More than 1500 employees would be affected by the action, according to Daniel J.

Hannon, plant superintendent, who recently addressed the Johnson City Chamber of Commerce.

• Saul and Leon Sokolsky have dissolved the Eastmor Leather Co., Inc., in Gloversville and are now operating as Eastmor Leather Trading Corp. at 24 Third Ave., Gloversville.

• United States Testing Co., Inc., has moved its New York offices to the McGraw-Hill Bldg. at 330 West 42nd St. The new office will be managed by Thomas C. Ridgway of the firm's service division. The firm has main laboratories and offices in Hoboken, N. J. and eight other branches throughout the country.

• Bagson Gloves, Inc., has been chartered to manufacture gloves in Gloversville with an authorized capital of \$100,000. Incorporators are Joseph Bachner, C. Holden Bachner and Bess H. Bachner.

• Market Guide for Latin America, 170 Broadway, New York, is offering free a four-page Market Survey of Venezuela to interested manufacturers and exporters. The survey, one of 29 included in the 1950 Market Guide for Latin America, gives a complete analysis of this market, which has an ample supply of dollar exchange.

• Publication of "Techniques of Plant Maintenance—1950," a two-volume text, has been announced by Clapp & Poliak, Inc., New York City, the management of the Plant Maintenance Show held Jan. in Cleveland.

• Benjamin Goldsmith and Joseph Starr, former operators of the defunct Mackey Starr, Inc., New York City, have resigned as sales manager and factory superintendent respectively at Casino Shoe Co., Inc., Brooklyn. The latter company has been shut down and some 110 workers laid off. Goldsmith and Starr are reported negotiating for the purchase of the Casino plant, which they intend to operate as Mackey Starr Shoe Corp., if successful.

• Jobbers Shoe Trading Co. has been organized to deal in shoes at 145 West 33rd St., New York City. Bernie Bernstein is principal.

• Rushworth Leather Co. has been organized to do business at 468 4th Ave., New York City. William A. Rushworth is principal.

Massachusetts

• Day-Gormley Leather Co., Boston upper leather wholesaler, is moving its offices from 195 South St. to the former Monarch Leather Co. offices at 92 South St. The new offices will be opened about the middle of June.

• John E. Gill, president and treasurer of Gill Leather Co., Salem, tanner, is now completing plans to set up a tannery in Catus, Puerto Rico, where the Gill Co. will finish sheepskin and calfskin leathers.

• Geo. E. Keith Co., Brockton men's and women's shoe manufacturer, is planning a new line of women's shoes to retail it \$12.95 plus styles made with special features to retail at \$14.95 and a line of welt styles under the trade name "Easi-Gait" to retail at \$16.95.

• Schedules filed in the bankruptcy petition of Leatherbury Shoe Co., Boston manufacturer, list liabilities at \$169,003 and assets of \$43,875. Assets include merchandise inventory of \$6000 and accounts receivable of \$20,000.

• Nichols & Morse, Haverhill retail store, recently opened a shoe department.

• New England Shoe Trading Co., Inc., has been authorized by the Massachusetts Dept. of Corporations and Taxation to buy, sell and exchange shoes at 1075 Water St., New Bedford. Sidney Winokoor is president and Simon Winokoor is treasurer. One provision of the incorporation is that the company will exist for no more than 50 years.

• Issuance of 164 shares of stock without par value by Martin & Tickels Shoe Co., Inc., Newburyport manufacturer, has been approved by the State. Martin Depoyan is president and James I. Tickels is treasurer.

• Barrow, Hepburn and Gale, Ltd. English tanner, has closed its cut sole department until conditions become "more favorable."

Illinois

• Partnership of Beacon Footwear Co., Chicago wholesaler of women's and children's footwear, has been dissolved, it is reported. Samuel M. Goldman is succeeding on his individual account.

Missouri

• Dollar shipments of Brown Shoe Co., St. Louis, totaled \$10,083,000 during March, almost \$1 million more than March 1949 and a record month for dollar shipments in the firm's history.

• Premiere of International Shoe Co.'s two-reel motion picture, "One Gunce of Safety," produced by Sarra, Inc., for the company's Hy-Test Division, took place April 20 in St. Louis at a dinner meeting of the Progressive Club. The film will be released for showings to industry, clubs, schools and other groups.

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Foreign News And Markets

Netherlands East Indies

(Note: This detailed report was submitted by Yao Eng Hui, Asst. Managing Director of N. V. Alimy, one of the leading tanning firms in the Indies. Mr. Hui was for 15 years Economic Investigator for the American Consulate General at Batavia, Java.)

Hides And Skins

The islands of Indonesia (formerly known as the Netherlands Indies), with a total land area of 735,000 square miles and a population of 70 million, had a roughly estimated livestock of 3,558,000 cows, 2,732,000 water buffaloes, 1,610,000 sheep, 6,112,000 goats, 1,143,000 pigs, and 620,000 horses, at the beginning of 1947. These figures represent an overall decrease of 16 percent from prewar. No census of the animal population has been taken since the war, but sample counts in certain districts indicate that recovery may have been completed by now in the case of buffaloes, goats, sheep and pigs, but that cows and horses may still remain below normal. Recovery has been retarded by protracted internal political strifes and the consequent disorders since the surrender of Japan.

In principal cities cattle are slaughtered in municipal abattoirs, and in the hinterland with the permission of administrative heads, but clandestine slaughtering is also fairly extensive. All hides are returned to the owners, who either dry them or sell them to driers. Some hides which go directly to consumers are salted only, but the bulk are preserved with arsenic acid.

According to official statistics, an average of 800,000 cows and buffaloes and 400,000 pigs were slaughtered annually before the war. Figures on goats and sheep were not obtainable. Current production of hides and skins is estimated at 600,000 cow hides, 200,000 buffalo hides, 1,600,000 goatskins, and 1,200,000 sheepskins. Since the majority (over 90%) of the population are Mohammedans, pig skins are not popular in this country. Rep-

tile skins originate principally in the forest of islands outside of Java.

Foreign Trade

Except from the adjacent islands in negligible quantities, no hides and skins are imported into Indonesia. Exports in the normal years 1935-1939 averaged \$3,050,000 at the then rate of exchange, or 0.75% of the country's total exports. In the first nine months of 1949 shipments were valued at \$2,605,000 at pre-valuation rate of exchange, or 0.67% of total exports. Earlier postwar figures are not reliable in view of the considerable irregular and unregistered trading then taking place between various parts of Indonesia and certain adjacent foreign ports.

Normal prewar annual exports consisted of around 520,000 cow hides, 270,000 buffalo hides, 2,410,000 goatskins, 170,000 sheepskins, and 710,000 skins of other animals, including reptiles. In the first nine months of 1949 89,500 cow hides, 76,800 buffalo hides, 661,700 goat and sheep skins, and 276,700 skins of other animals were shipped abroad.

Because of this country's unfavorable exchange position, foreign trade is rigidly controlled by the government. Bilateral trade agreements, exchange regulations, export regulations, and price control are among the measures which govern exports. Increased demand by expanded domestic leather industry is also affecting foreign trade in hides and skins. Returns from exports are paid to exporters at the official rates of exchange. An export duty of 5% and a statistical duty of 3/8% ad valorem, computed on quarterly established arbitrary values, are levied on reptile except snake skins, and 8% + 3/8% on other hides and skins.

Postwar exports of hides and skins, as also of various other products, are adversely affected by the high costs of living in this country (July 1938-100; Sept. 1949, 1210). Consequently, domestic prices are invariably higher than what foreign buyers are willing to pay.

Various measures have been taken by the government to combat this situation, and these include for certain commodities a so-called "foreign exchange inducement," whereby exporters are allowed to use a certain percentage of their foreign exchange proceeds to purchase specified import goods for sale in this country at uncontrolled prices. The present rate of inducement on all types of reptile skins is 12%. No inducement is granted on other hides and skins.

Prewar principal buyers of Indonesia's hides and skins were the Netherlands, the United States and the United Kingdom, which accounted for about 40, 30 and 10 percent, respectively, of the total value. The Netherlands bought more than half of this country's shipments of cow hides, buffalo hides and reptile skins, whereas the United States was interested primarily in goatskins. More than fifty percent of the sheepskin exports went to the United Kingdom. In the first nine months of 1949, however, Netherlands' share was 50% (consisting of 63,900 buffalo hides, 55,800 cow hides, 275,300 goat and sheepskins, and 128,500 reptile skins), that of the United Kingdom 24% (3,500 buffalo hides, 31,900 cow hides, 360,400 goat and sheep skins, and 126,500 reptile skins), whereas the United States bought only 0.5% (2,700 buffalo hides) of the total.

The devaluation of the guilder and of several other European currencies may ultimately change the pattern of the international trade in hides and skins, and alter the competitive positions between South America and other countries, including Indonesia. Meanwhile, however, the sharp rise in domestic prices in Indonesia following the devaluation has cancelled much of the anticipated benefits.

Tanning

Modern tanning in this country did not begin until 1925, when a mechanically operated tannery was established in East Java. Previously, all "tanneries" were primitive in character. Tanning was greatly stimulated during the Japanese occupation, when imports of foreign finished leathers were totally cut off, and during the present postwar years, when the scarcity of foreign exchange necessitated an increase in domestic production. At the present time about 10 modern tanneries and over 100 medium and primitive ones are in operation. Current domestic con-

(Concluded on Page 33)



for
PENETRATING tans or browns
 on chrome-tanned
 side leather

Calcocid^{*}
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CALCOCHROME^{*} BROWN RHL EXTRA
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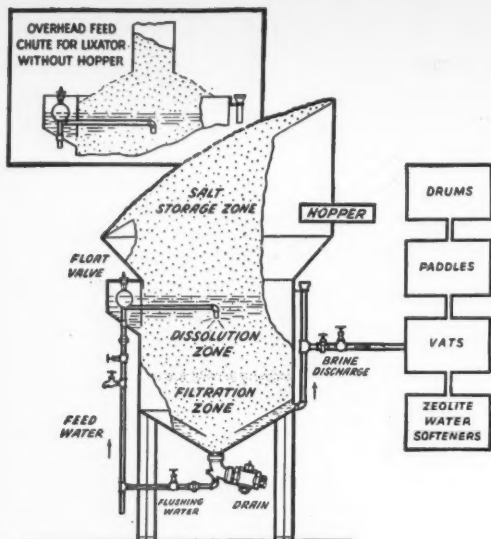


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JUST TURN A VALVE for Lixate Brine that meets the most exacting standards for chemical and bacterial purity . . . that can be diluted volumetrically to any desired strength.

THE LIXATE PROCESS for Making Brine cuts production costs as high as 20% . . . by cutting labor, time and waste in making brine. No hauling, measuring, stirring . . . **YET ALWAYS** a continuous supply of *accurately measured* brine.

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For "Lifetime" Use
For Greater Economy
For Added Cleanliness

The **LIXATE** *Process*
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for making brine

INTERNATIONAL SALT COMPANY, INC.
Scranton, Pa.

Virginia Sumac

by

Frederic L. Hilbert

Virginia has an abundance of sumac containing as much tannin as the Sicilian sumac. But inefficient methods of gathering, drying and curing the leaves reduce the value of the American product. However, improved methods are helping the situation.

VARIOUS species of sumac belonging to the genus *Rhus* are to be found growing wild in many parts of the United States, and especially in certain regions to the east of the Mississippi River, from Maine to Georgia. There are about fifteen principal species of which the most important, from the standpoint of their tannin-bearing leaves, are *Rhus copallina*, *Rhus glabra*, and *Rhus typhina*. These three species are found growing wild, and in plentiful stands, in the Appalachian regions of the State of Virginia.

Limited Production

At the present time, the supply of wild sumac is so much greater than the demand, little or no real attention is being given to the subject of large-scale cultivation. Furthermore, it seems that even in Virginia, where excellent sumac is very plentiful, and easily accessible, it seems that there are no systematic or standard methods for gathering, drying, and curing of the leaves. Year after year, vast quantities of sumac leaves remain ungathered, and as a result a large amount of valuable tannin for extract making and tanning purposes has been lost.

When Virginia sumac leaves are carefully gathered, dried, and cured they contain about the same amount of tannin as Sicilian sumac. However, from the standpoint of the quality of the leather produced, Sicilian sumac is generally considered to be superior in respect to the yield, fullness, and lightness in color of the leather obtained by its uses. This may be readily accounted for by:

(1) the climatic and other factors which prevail in Sicily are far more satisfactory than those which prevail in Virginia;

(2) the species *Rhus coriaria* indigenous to Sicily, yields leaves

which are more satisfactory for tanning and extract making than any of the species of sumac which are indigenous to Virginia.

Sumac of the species *Rhus coriaria* has been cultivated in Sicily for a great many years; and, as might be expected, with improvements in the methods of cultivation and preparation for the market, the quantity and quality of the leaves for extract making and tanning purposes have also undergone important improvements. Up to the present time, it seems that in the United States the cultivation of sumac has been carried out only in a more or less half-hearted and sporadic manner.

Virginia—Abundant Sumac Supply

It has been often stated that the Blue Ridge section of the Appalachian mountain region is the orchard of Virginia. On the mountain slopes are extensive orchards, vineyards and grazing lands. In many respects this region compares well with Sicily both in altitude and its adaptability to general agriculture. As has already been indicated, in the Blue Ridge section, sumac is found growing wild, and in great profusion. The total area of Blue Ridge section is about twice that of the Island of Sicily. However, at the present time, very few if any attempts have been made to cultivate sumac. This is undoubtedly due to the fact that there are such vast quantities of wild sumac.

In Virginia, wild sumac leaves are gathered by country people who sell them to dealers or owners of grinding mills. Inasmuch as little attention is given to the manner of gathering, the principal object is to secure the greatest quantity with little or

no attention given to the quality of the leaves. However, during recent years, the dealers of sumac leaves have attempted to educate the collectors to observe a few simple rules, such as: (1) the leaves should be gathered when full of sap; (2) before the leaves have turned red; and, (3) before the leaves have been affected by frost.

Harvesting Sumac

Virginia sumac is gathered either by stripping off the leaf-bearing stem or, as is usually the case, by cutting off the entire stalk, and allowing the leaves to wither before carrying it to the drying shed. In any case, care must be taken to insure that the leaves are neither scorched nor bleached by the sun. As soon as the leaves are wilted they should be brought to a covered place and spread out upon shelves or racks to dry. Care must be taken not to pile the leaves too high, in order to protect them from over-heating and fermentation. As a general rule, the sumac leaves remain in the drying house about a month before sending them to extract makers or the grinders. In damp weather a longer time may be required for satisfactory drying. The leaves are not ready to be packed and shipped until they are thoroughly dry and brittle, otherwise they are very likely to suffer damage while being stored, due to becoming moldy and over-heating.

Buyers of sumac leaves depend largely upon color, for the determination of their value. Leaves which have a bright-green color are desirable, because it indicates that the leaves have not been exposed to rain after gathering, nor to fermentation

(Concluded on Page 25)

Cost And Profit Engineering For Shoe Factories

by

S. W. MacLachan and Paul L. Maher

National Employe Relations Institute, Inc.

The first thing that's required is a study of the shoe factory's problems, then the establishment of a corrective program which remedies unnecessary costs and enlarges profits. Here is how such a program might be approached.

THE shoe industry looks forward to a pioneering half century that lies ahead. Small and medium size companies, however, sometimes have the inclination to wait for new developments and innovations thought out and formulated by the larger companies before acting in improving operations. Too often, they watch for chances to follow the pathways already laid out by the larger or longer established concern. It may seem easier to move along slowly with the trends of an industry in an ordinary way. In less competitive fields, there actually may be some advantages in such follow-the-leader strategy.

The shoe industry is highly competitive, however, and the company which innovates new ideas has a decided time advantage over those other companies who adopt a watch-and-see attitude before accepting these new ideas for their own manufacturing processes.

Need For Planning

To become a dynamic force in developing new ideas and methods so as to constantly keep on top of its competitive position, the shoe manufacturer needs an outstanding organization, current and long-ranged plans developed from thorough surveys and all-inclusive analyses of the entire operation. The specific analysis of the existing operating status of each phase of the business is most important in planning and laying out the steps for progress.

Such surveys should show which department or departments require prompt attention and those which will require attention when improvements are made in those departments which prove to be the immediate bottlenecks. The steps in the modernization program are predicated on

the priorities and importance of the things to be done to improve operations.

The recommendations for correction and betterment should be specific and clearly defined and savings should be projected in the totals and extended to unit costs of operations and products to properly evaluate the net gains to be derived to compare with the expected monetary outlay to achieve such gains.

Three Methods

There are several ways of instituting and developing a program for real progress in the shoe industry. One, seemingly easy, way is to follow along a course which has already been tried and, although gains have been made, has, in the long run, been found wanting in the fond hope that somehow, someday, sometime the sound and forward looking solutions of the problem will evolve from various efforts being put forth. This is the commonplace approach to a quandary. The one big obstacle to the success of this approach is that executives of small and medium sized companies generally have to divide their energies between sales, production, design, finance and administrative duties and usually do not find the time to direct their entire energies to any one specific phase of the business which such an analysis would require.

A second way is for an executive of the company to have an analysis and program made by the heads of the departments involved and have them checked and reviewed by a staff or a consulting specialist to ascertain in advance the adequacy and practicability of the proposed projects and the feasibility of the procedures recommended to carry through the projects.

A third way is to call upon qualified special engineers from within or outside the organization to make the survey and plan a progressive program calculated to improve operations all the way down the line. The report and plan of operation would be studied thoroughly and passed upon by the top executive or executives of the company.

Of the three, the third is the most likely to be the most objective and all-inclusive and is most apt to lead to prompt installation and full success.

Studying Operations

In sizing up and analyzing the status of a shoe company's operating policies and practices, the correct procedure would be to study the plant department by department with an unbiased, objective, broad-gauged sensible attitude, taking nothing for granted simply because the facilities, conditions and operations have existed over a long period of time. Other things being equal, operating practices in effect at the time of the survey may be good but it may not necessarily be adequate merely because it is used in the particular plant or even generally throughout the entire industry. The aim should be perfection and the only back track should occur only when perfection would not justify the means of achieving this ideal situation.

All possibilities for betterment, regardless of seeming insignificance should be listed, perhaps using a comprehensive check list as a guide.

After the plant has been carefully surveyed and the interrelation of departments, processes and operations have been clarified by diagrams or flow charts, the recent balance sheets and periodic operating statements



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LEATHER and SHOES—April 22, 1950



are businessmen

COLD-

BLOODED?



OF COURSE NOT! Literally, their normal body temperature is 98.6—same as laborers, engineers or any other group of people. And, figuratively, they're no more, or no less, cold-blooded—as a group.

We all know unreasonable generalizations can be dangerously false. Common sense and on-the-job experience show us the value of dealing specifically with ideas, problems—and *people*.

Let's not make the big—and costly—mistake, then, of generalizing on religious or racial groups. Adopt and *carry out* these common sense principles:

1. Accept—or reject—people on *their individual worth*.
2. Don't listen to or spread rumors against a race or a religion.
3. Speak up, wherever we are, *against* prejudice. Work for understanding.



Published in the public interest by:

LEATHER AND SHOES

should be thoroughly studied from an engineering viewpoint of what they actually portray, what they should be and what actually caused any indicated short-comings.

A realistic, dynamic program to realize the profit potentialities of a shoe enterprise is all-important. If this program is projected soundly and definitely, the immediate and ultimate trends of profits can be formulated and patterned from the departmental objectives brought forth in the survey of plant operations.

The survey report formulated and prepared by the qualified engineer and approved by top management will act as an invaluable guide for the progress in carrying out the program for modernization. The number of weeks to accomplish each step in the program is the index to measure the promptness of installation. The foresight of the special engineer is proven in the orderly step by step application of his schedule.

Typical Survey Report

An outline of a typical survey report for a shoe company would include the following sections:

1. A brief historical review of the company showing its progress or retrenchment year by year since its inception.
2. A concise analysis of its present status in the industry.
3. An analysis of the advantages and disadvantages of the plant location. This would include a detailed study of such things as:
 - a. Rentals or real property taxes
 - b. General taxes

- c. State taxes
- d. Labor market
- e. Sources of supply
- f. Nearness to markets
- g. Freight rates
- h. Wages in the community

4. A detailed analysis of the overall plant arrangement by departments and specific criticisms of the layout of each individual department with emphasis on the layout of machines and the handling of product at the machine and between processes. This also should include an analysis of equipment to ascertain whether the machines used are the most modern available. In addition, it should include a flow chart showing direction of travel and distance traveled.

5. A summarization of section 4 making specific recommendations for those operations affording the best possibilities for immediate improvement of plant layout.

6. A size-up of the potentialities for material savings.

7. A rating of the effectiveness of direct payroll expenditures and recommendations regarding job analysis, job evaluation and wage payment plans so as to get the most effective use from the direct labor dollar as well as to achieve and maintain a high reputation in the community as regards personnel relations.

8. An analysis of last controls.

9. An analysis of material controls.

10. An analysis of production and stock controls.

11. An analysis of all indirect expenses.

12. An analysis of the existing cost system and its effectiveness in portraying day by day conditions to the executive.

13. An engineering analysis of the latest balance sheet of the company.

14. An engineering opinion of each phase of the most recent operating statement.

15. Discussion of long range plans for supervisory incentives, employee benefit plans and possibilities for profit sharing and pensions due to the trend in that direction in other industries. The continued success of a business is determined not only by profits, but also in its relation to the employees and the community.

16. Specific recommendations for improvement in each phase of the business as outlined in the body of the report.

17. The program for installation of improvements step by step showing:

- a. The savings to be derived.
- b. The time and cost to acquire such savings.

Now A Meeting

When the report has been completed, copies should be distributed to all key executives. The presentation may be made individually for study prior to a general meeting or it may be read at a general meeting to permit questions and discussion. Any revision, additions or modifications for the program may be incorporated in a supplementary report.

(Concluded on Page 24)



by *Greenebaum*

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For distinction—our Genuine Shell Cordovan, rich, deep-toned and long-wearing, in smooth aniline finish for shoes and specialties. Shark-embossed, too, for rugged tipping on children's shoes.

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Timed to meet your
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Counter adhesives should hold temper through the side lasting operation and be thoroughly dry when lasts are pulled.

Typical of adhesives that meet specific needs are Hub Paste 842 (for those who prefer paste), Hub Adhesive 1125 (a blend of paste and latex) and Be Be Tex Cement 808 (latex type). 842 is designed to meet general requirements for Welt work, when lasts are *not pulled the same day*. 808 is recommended where lasts are *pulled the same day*.

There are at least ten other **USMC** adhesives and pastes to choose from to meet a wide range of

counter pasting requirements. Information about more than 50 other general purpose shoemaking cements can be obtained from your United man.

USMC ADHESIVES

BE BE TEX CEMENTS
BE BE BOND CEMENTS
 PRODUCTS OF B B CHEMICAL CO.

HUB ADHESIVES
HUB PASTES
HUB-TRIDENT GLUES

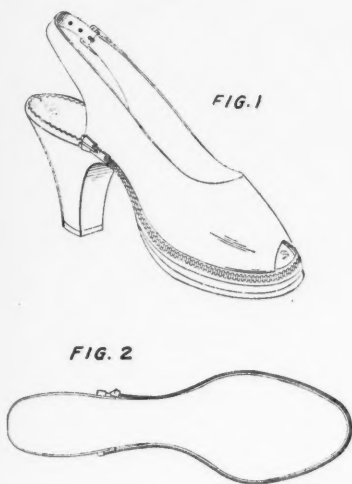
UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

NEW IDEAS IN SHOE CONSTRUCTION

Interchangeable Upper

This construction introduces the idea of an interchangeable upper through the medium of a zipper arrangement whereby the complete opening of the zipper releases the upper.

This construction involves an open toe and heel. The open toe is provided for in the zipping action by a kind of tape that carries on the continuity of the zipper action.



Though this is a left and right shoe, the design of the upper, not shown, does not so indicate. In fact, these uppers are interchangeable from left to right or right to left shoe. Apparently the manner in which the left and right effect are obtained is through a kind of spring of the upper in the process of zipping it on. But the construction does not correct the fact that the buckling strap at the heel may not be left and right. In other words, if both uppers have the buckle on the inside, the right shoe will have the buckle on the inside but the left shoe will have the buckle on the outside of the shoe.

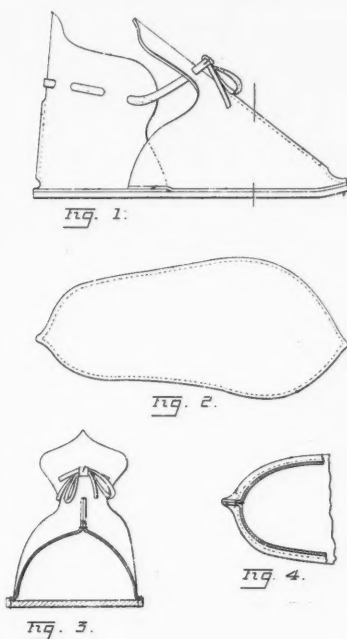
The general idea seems to be that of versatility in color schemes without the need of a large variety of shoes of different colors and designs. Also, much is made of the fact that one can travel with several pairs of shoes in the potential packet of several pairs of uppers.

Inventor: Gus H. Mavrakis, Billings, Mont.

Novel Baby Shoe

A baby shoe offering foot protection without the stiffness common to many baby shoes is found in this construction. The key to this simple combination comprises an upper of two separate sections. The sole offers first interest; soles that are made lefts and rights. Next comes the back part of the upper with its unique method of cutting enough upper material to form a back seam that sticks out from the back of the shoe in a T-beam construction. This T-beam seam is quite adequate in lending all the stiffness and support required in this type of shoe.

The front section is similarly constructed so far as a supporting seam



is concerned, save that the seam traverses a partial length of the vamp in alignment with the cone of the last, so important in establishing early foot health in the child.

As for the bottoming construction, the method of attaching the upper to the sole, it is purely Stitchdown construction.

Inventor: Philip E. Eberle, San Francisco, Calif.

Detachable Uppers

In these two illustrations of detachable uppers, the stress is placed on the zipper, though other mediums of attaching the top part of the upper are admitted, as lacing, snaps, etc.

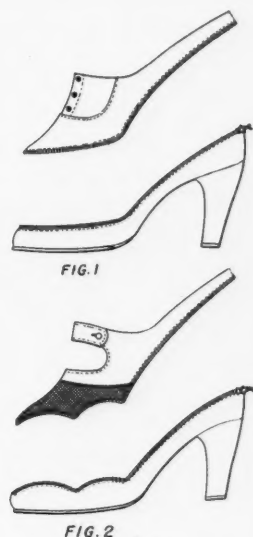


Figure 1 shows the two separate divisions of one shoe. Here the stress is given the top part of the upper that may be interchangeable at will, using other top parts of different colors and combinations of colors, and different designs.

Figure 2 shows the possibility of different designs. Here is the idea suggested of a one-strap shoe, a vamp of mesh material, and a uniting line resembling scalloped edges.

Since it is out of the question to last such upper parts, molding appears to be the answer, though it may be possible to merely fit the upper, depending on the zipper and pattern designer to make for accurate fitting of the foot.

The one outstanding feature is the possibility of juggling sizes for correct foot fitting. In many cases, for example, one foot will be larger than the other; or it may be that one ankle will be slimmer than the other.

These differences may be remedied somewhat by the use of special tops.

Inventor: F. Parlante, Great Neck, N. Y. Pat. No. 2,491,930.

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Cost And Profit . . .

(Concluded from Page 21)

The starting date for the installation should be agreed upon at this meeting and preparations made for notifying, explaining and instructing plant personnel in their responsibilities in carrying out the plans to the ultimate conclusions.

These plant employees should know not only what the plans are, but why they are being done and what they are expected to achieve. In this way, they will take a personal interest in the progress and feel that it is *their* program designed for *their* benefit as well as for the company. In addition, through the whole-hearted cooperation of the employee, there probably will result in far greater gains than were originally anticipated. The chances are that the lowest rated employee can offer suggestions that might have escaped the attention of the most qualified engineer.

Profit is the motivating factor of all businesses and the shoe business is no exception. Since the end of World War II, prices of raw materials have risen as has the cost of labor and the tendency has been to raise prices to offset these cost increases. Yet, the whole growth of the industrial system and the increase in the standard of living in the United States has been predicated on manufacturing better products at a cheaper cost.

How much better it would be to improve operations at a rate greater than cost increases so that the individual company could hold selling prices at a reasonable level and gradually lower them. That is one sure way of constantly improving the competitive position, in a highly competitive field.

This article has been necessarily of a general nature. Future articles will deal with specific details as to how small and medium sized companies can improve operations, reduce unit costs and consequently achieve their shore of profits.

**Advertise
Your Products
in
LEATHER and SHOES**

Virginia Sumac . . .

(Concluded from Page 17)

or heating during drying or storing. Hence, leaves having a musty odor or moldy appearance are rejected.

Reasons For Poor Quality

In comparison with the Sicilian methods of gathering and preparing sumac leaves for the market, the usual methods followed in Virginia are not only very crude but, as might be expected, highly inefficient. In Virginia the sumac leaves are gathered by the colored people and poor whites who go out in the country along the roads and fields and break off the sumac leaves. They take the stem, leaves, leaf-stems, and even the woody branches. Very often they break off a branch with a woody stem a half an inch thick. They jam the branch into a burlap bag, and repeat this until the bag is full. When the bags are full they are taken to a country store and traded for flour, salt, sugar, or anything they can get for them. The storekeeper stores the sumac in his barn and waits until he collects a sizable quantity. This he sells to some sumac extract maker or perhaps to some other collector. Very often, by the time the tanner or extract maker receives the leaves they are so badly fermented and discolored that they are of little value.

In connection with the foregoing, it is interesting to note that Proctor in his "Text-book of Tanning" (1885) stated: "There is an important difference in the tanning value of Sicilian and American sumac. Although American sumac often contains more tannin, Sicilian sumac is preferred by tanners and dyers, because it produces a fuller and lighter colored leather." American or domestic sumac produces leather which has often been described as having a disagreeable yellow or dark color due to the presence of quercitrin and quercetin. Furthermore, it produces leather which is harsh and thin, and lacking in the plumpness and mellowness characteristic of the leather produced by Sicilian sumac of the species *Rhus coriaria*.

It is believed by many that Virginian sumac if properly gathered and handled makes a reasonably good substitute for Sicilian sumac. At any rate, setting aside the question of color, Virginia and other varieties of American sumac, must be considered as a large and valuable source of vegetable tanning material.

Messrs. S. p. Az.

LUIGI RIZZI & C.

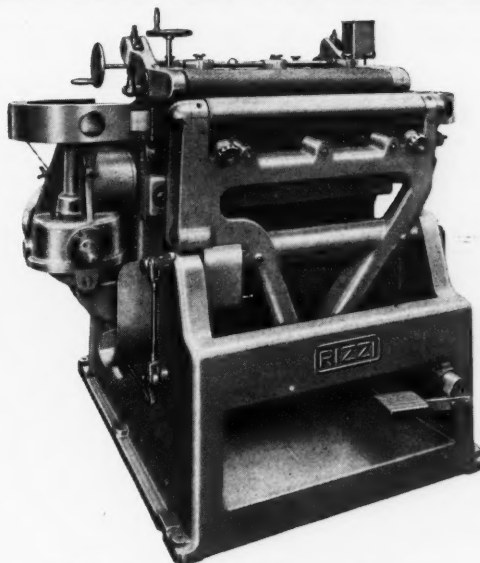
of MODENA, ITALY

Via M. Fanti, 88

Manufacturers and Distributors of Tanning Machines:

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We are now pleased to introduce our new BAND KNIFE HEAD SPLITTING MACHINE



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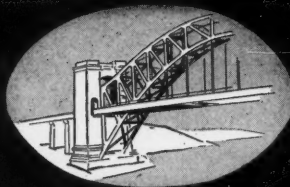
- cutting width 36".
- type with band knife.
- Synchronised and automatic advancement of the blade.
- Wide regulation of blade's advancement, compensating waste caused by the grinding.
- Grinding gear driven by working place.
- Contrivances driving fly-wheel, blade bearings and feed closed in carter in oil bath.
- 6 HP motor, 1500 r.p.m., built-in the machine, connected by friction coupling, driven by working place.
- Feed roller opened at both ends, allowing a very handy introduction of any measure of skins.
- Net weight: 5800 pounds.
- Floor space required: 6' x 7'.
- Capacity per hour: 25-400 hides.
- Number of hands: 1 Man.

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Fit like master models. Clean,
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UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS



Leather MARKETS

Limited trading this week with many shoe manufacturers at New York Show. Prices fairly steady all along the line. Calf and sheep active. Suede fair.

New York Markets

Upper Leather: This week has been a slow one. Some trading going on, of course, but volume is light and buyers are still trying to buy their leather under 40c per foot. Smooth sides 4½ ounce and up are wanted in most quarters since this is the busy season for casuals. Some quarters report elk tanned not moving as well as the smooth while others report they are experiencing little difference. Price lists unchanged with good tannages of large spread smooth quoted 45-46c per foot and down with most buyers looking for leather in the 30's.

Many tanners have few lots of low grade leather on hand and report selling their better class leather but admit they have to push some to sell it. Easter retail shoe sales did well but so far the retailers have not begun to replenish stock. However, a week or so of warm weather will probably change that picture.

Calfskins: There is still a good demand for heavy weight smooth calfskins for the casual shoe trade. Price lists range from \$1.02 and down but volume business found in the lower 90's and 80's. Suede selling, of course, but not in the volume of other years.

Sheepskins: Lining sheepskins selling in some directions and certain tanners report a steady business at lists or very close to them. Others say demand slow and price concessions necessary to get any sizable business. In the immediate New York area, very little demand reported for lining sheepskins. Combination tannages range about 25c-23c-21c for average tannages while the chrome range two to three cents more throughout the list. A fair business has been effected in russets.

Sole Leather: Light bends have sold up to 67c with regular business going on in average tannages around 65-66c. Heavies are still slow however and 52c seems to be about the top price on these. Cow bellies still bring 43c here but the heavy weights are 41-42c for some tannage and other sales reported at lower figures. Single shoulders, heads off, quoted widely as to weight, with light weights selling 54-55c as to tannage while heavy weights have been sold down to 47-48c. Heads on are 51c for light and 44-45c for heavies. Double rough shoulders quoted 65-66c for average tannage light weights and 62-63c for the heavy weights. Some tanners continue to sell men's waist belt runs up to 72c but, of course, that is a specialty selection.

Sole Leathers

Boston sole leather tanners report little change this week. Some say many of their customers are away

at New York Show. On the whole, prices and conditions remain the same. Buying interest still concentrated in light leathers although heavier bends are finding more takers. Not enough light bends around to meet demand; sales still range between 64-66c. Medium bends less active than light but prices appear more stable. Best sales here at 50-57c, although considerable is sold below this. Heavy bends reported more encouraging. There has been some new business in these up to 52c. Stepped-up Government business may well have activating effect on heavy weight soles shortly. Tanners look for this plus Fall run to improve heavy leather sales tremendously.

Light Bends: 64-66c
Medium Bends: 50-57c
Heavy Bends: 45-52c

Philadelphia sole leather tanners report business about the same as last week. Repair leather spottier than it has been—some days there are good sales on finding bends and some days it is rather dull. On the average, it is considered fairly active. Tanners feel that synthetics have made a permanent dent in this type of leather and that it will never reach its former levels. Prices unchanged. Factory leathers still slow but no price changes quoted on factory bends. Heads still tight with a big demand—much greater than the supply; prices went up 1c and average 23c. Bellies sold in the same quantities as last week with the supply also short. Prices average 44c.

Sole Leather Offer

Boston market reports fair activity, somewhat easier prices on various leathers. Heavy leather still lags with buying interest centered on lighter weights. Steer bellies not too active; prices generally range between 36-40c, a good 4c below levels of four months ago. Here again, increased Government orders may step up sales of innersoles that haven't been moving for some time. Cow bellies do fair business at 40-43c. Single shoulders do good business. Lights without heads still bring up to 55c. Light with heads on, limited in supply and well sold up, bring up to 52c steady. Double rough shoulders slower. Heads unchanged around 21-24c. Some fair sales made. Fore and hind shanks slower, prices down 1-2c from recent levels.

Bellies: Steers: 36-40c; Cows: 40-43c

Single shoulders, heads on: Light, 46-52c; Heavy, 40-43c

Double rough shoulders: 58-68c

Heads: 21-24c

Fore shanks: 28-32c

Hind shanks 32-35c

Calf Leathers

Good sales and steady prices, say Boston tanners. Calf leather situation the reverse of other markets with interest best on heavy weights and lighter women's weights not quite as active. However, the entire calf leather market, except for

LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1949 HIGH
CALF (Men's HM)	93-1.09	93-1.09	95-1.15	95-1.15
CALF (Women's)	80-1.02	80-1.02	80-1.05	90-1.10
CALF SUEDE	1.10-1.20	1.10-1.20	1.00-1.20	1.05-1.30
KID (Black Glazed)	70-1.00	70-1.00	50-75	70-1.00
KID SUEDE	70-88	70-88	50-75	70-90
PATENT (Extreme)	48-56	48-56	48-56	56-66
SHEEP (Russet Linings)	18-23	18-23	18-22	19-23
KIPS (Corrected)	57-61	57-61	53-58	57-61
EXTREMES (Corrected)	45-53	45-53	45-51	48-53
WORK ELK (Corrected)	44-54	44-54	44-48	52-56
SOLF (Light Bends)	64-66	64-66	61-63	68-72
BELLIES	37-43	40-44	32-35	44-48
SHOULDERS (Dble. Rgh.)	58-68	64-68	49-54	64-72
SPLITS (Lt. Suede)	36-41	36-41	37-43	39-44
SPLITS (Finished Linings)	20-23	20-23	20-23	22-24
SPLITS (Gussets)	17-20	17-20	18-19	19-20
WELTING (1/2 x 1/8)	83/4-9	9	8 1/4	9 1/2-10
LIGHT NATIVE COWS	22 1/2-24	24 1/2-26	24 1/2-25	29 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.

suedes, is reported satisfactory at this time. With raw skins limited and firm, there appears little chance of easing for leather prices. Better grade calf scarce, not enough to meet demand. Lower grades more plentiful, not as much in demand. Volume men's weight moves at 85c and up; women's weights bring 65c and up although sales are made below this. Suede undefined at present with sales well below expectations.

Men's weights: B 93-1.09; C 88-1.03; D 78-97; X 73-87; XX 69c.

Women's weights: B 89-1.02; C 83-93; D 76-88; X 66-82; XX 51-66c.

Suede: 1.10-1.20; 1.03-1.10; 90-93c.

Kid Leathers

Philadelphia kid leather tanners report most activity is around sampling for Fall cuttings, with few orders coming in. There seems to be a revived interest in crushed among those who haven't used it for many years. Some tanners have been sending out, upon request, samplings of crushed in dark brown, black and blue. There is always some business in white in crushed. Price range is quoted from 30c to 75c.

Glazed expected to do well in dark brown for Fall and there is some demand for black. Suede fair in black, brown and blue—staple Fall shades. Nothing reported in colors excepting that some business is expected in red and green in glazed and suede. Red has become so popular year round that it is practically considered a staple color. Prices on suede and glazed unchanged.

Slipper leather going fairly well. The big run is in Sept. and some manufacturers are in no rush to buy;

however, some are already placing orders for immediate delivery. The larger skins are still going to the cowboy boot trade which provides a steady outlet. Demand cannot always be met. Prices unchanged. Linings are fair in the 30c to 40c range. Nothing reported in satin mats.

Suede: 35c-93c

Linings: 26c-50c

Slipper: 30c-63c

Glazed: 30c-\$1.05; \$1.10

Satins: 50c-\$1.10

Crushed: 30c-75c

Sheep Leathers

A continued fairly active market, say Boston sheep leather tanners. Shoe business not too evident at present time although some orders coming in. Slipper and suspender manufacturers active. Russet linings do good business at steady prices. Some advances reported in medium grades. Volume business in boot and shoe linings reported between 12½-17c. Colored vegetable linings not too active as yet. Hat sweats in off season; chrome linings also slow. Garment leathers not too active.

Russet linings: 23, 21, 19, 17, 13, 11c

Colored vegetable linings: 24, 22, 20, 18, 16, 14c.

Hat sweat: 26, 24, 22, 20c

Chrome linings: 26, 24, 22c

Garment grains: 26, 24, 22, 20c

Garment suede: 27, 25, 23, 21c

Side Leathers

New business still lagging, say Boston side leather tanners. Light weight aniline finish leathers find fair business but heavier weights are slow. Regular finish sides could use more business. Prices a bit easier

in some selections with tanners finding it a little difficult to hold to quotations. However, tanners expect situation to pick up shortly as big shoe manufacturers enter market for volume Fall buying.

Heavy Aniline Extremes: B 53-56c;

C 51-54; 45-47c

Corrected Kips: B 53-61; C 51-59;

D 49-57, X 43-50c

Corrected Extremes: 45-53; 43-49;

41-47; 38-44c

Corrected Large: 40-45; 38-42; 36-

40; 33-37c

Work Elk: 44-54; 42-46; 40-44;

38-42c

Splits

An unchanged market in Boston. There is some interest in heavy leathers but light leathers lag. Sales are reported in finished linings and chrome retan soles at fairly steady prices. Splits in the blue and pickled also find some sales at firm prices. Gussets and light suede slow. Heavy suedes do some business up to 46c.

Light suede: 36-41; 34-39; 32-36c

Heavy suede: 43-46; 41-43; 38-40c

Retan sole: 40, 38, 35, 33, 30c

Finished linings: 18-20; 20-22; 22-

23c

Gussets: 17-20c

Blue splits: Heavy, 14-15c; Light,

12½-13½c

Pickled: Heavy, 13½-14c; Light,

12-12½c

Welting

Regular Goodyear welting demand moderate. Prices hold well with 9c asked and 8½-9c obtained. The new specialty welting season already under way, with widespread sampling promising another strong run. Synthetic welting demand still active with no appreciable dropping off in between-season demand, from makers of stitchdowns, pre-welts, etc.

Glove Leathers

In spite of the lack of demand for light weight gloving leather, Cabretas are holding the price level maintained since last Fall. Prices begin at 70c, 65c, 60c, 55c, 45c, 32c and 26c for a pigtex grade. Ladies pigskins are holding around 90c for the number ones down to 14c for culls. Most business done around the 75c level.

Men's weight leather selling well. Persian and Iranian types bringing about 26c for a good cuttable grade. Capes start at 65c for the tops down to 26c for the pigtex grade. Deer-skins bringing about 52c for a good cuttable grade.

Good demand for men's grey suedes. Unlined stock sells for 42c but the bulk of the business is done on a table run basis at 34 to 36c. Reject grade quoted at 20c. High color suedes for men's gloves quoted at 40c and 30c.

Bag, Case and Strap

While Midwestern tanners frankly admit that slight recessions are currently noted on large bookings, the general price listing remains unchanged from those quoted last week. There is a slightly weaker tone to the market, especially as a result of less demand from the luggage

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trade, resulting in some lower prices on a sale involving a good quantity. Small lot trading, however, is being done at steady money.

Many tanners are cautiously awaiting further developments in the raw stock market, which is also on the weak side on certain selections, while others are holding steady. Production of bag, case and strap leather, meanwhile, is moving steadily, with no noticeable accumulation of production.

2 ounce case	44, 41, 38c
2½ ounce case	47, 44, 41c
3½ ounce strap	55, 52, 49c
4 ounce strap	58, 55, 52c
5 ounce strap	62, 59, 56c

Belting Leathers

Belting leather tanners of Philadelphia say there is no real activity in business. Some orders coming through, with the only big demand in light and extra light weights which are still very short and will continue to be for quite a period.

No real change in prices quoted. However, the 97c quoted for No. 2 lights is considered correct by some tanners and a little high by others who feel that 94c is more nearly the price they get.

Curriers report not too much change in business from last week. It is quite slow with the only demand in light weights. Although rough leather belting men increased their prices in the light weights, curriers found they could not go along since they would not make their higher prices, and they more or less absorbed the increased prices. There is some change in the price lists of Philadelphia curriers, mostly in the 28"-30" centers, where the prices are much lower than have been quoted for the past few weeks. Other parts are the same or a variation of approximately 1c up or down. Nothing new reported in shoulders. (New York curriers new price list effective 4/15 shows price cuts all down the line).

AVERAGE BELTING PRICES

No. 1 Ex. heavy	96c
No. 1 Ex. light	1.01
No. 2 Ex. heavy	92c
No. 2 Ex. light	94-97c
No. 3 Ex. heavy	88c
No. 3 Ex. light	93c

RANGE OF CURRIED PRICES

Curried Belting Best Selec.	2nd	3rd
Bend Butts	1.18-1.30	1.14-1.25
Centers 12"	1.46-1.60	1.42-1.54
Centers 24"	1.38-1.58	1.34-1.52
Centers 28"-30"	1.31-1.53	1.27-1.50
Wide Sides	1.08-1.25	1.05-1.19
Narrow Sides	1.03-1.10	1.00-1.04
(Premiums to be added: X-light plus 5c-12c; light plus 5c-10c; X-heavy plus 8c-10c.)		

Tanning Materials

Quotations on raw tanning materials held firm this week and trading continued on a hand to mouth basis. Most items were in good supply except Wattle Bark, and Divi Divi.

Buying interest in Tanning Extracts limited to prompt delivery and prices unchanged. Tanning Oils prices unchanged and trading usually confined to actual requirements.

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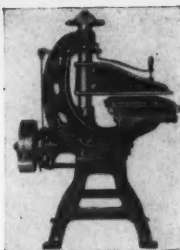
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HIDES and SKINS

Heavy volume in big packer hide trading this week at steady prices. Calfskins quiet, small packers slow. Other markets mixed.

Packer Hides

A comparatively voluminous week. Big packers moved about 80,000 to 85,000 hides, and outside independent packers contributing about 10,000 or slightly over. Business principally in the light native cows, although steer selections were quite active.

Light cow trading was the biggest in volume, better than 40,000 selling at the market established late last week, 22½c for Chicago, 23c for St. Paul, 23½c for heavy average River production and 24c for the light average Rivers. With about 20,000 selling late last week at this week's prices, the clean-up of light cows was fairly good. Only remaining cows now should be April's and a few odd cars here and there that were not taken in the rush.

Heavy native steers down ½c on the River, but held steady on the St. Pauls. Light native steers, having dropped 1½c late last week, sold at 22c for Rivers and 23c for St. Pauls, the St. Pauls only 1c lower. Extreme light native steers were off 2c from last business, but hadn't sold in quite some time.

Heavy native cows sold at 21c for Chicagos and 22c for St. Pauls. River heavy cows would probably sell at 20½c although they were quiet. Branded steers sold in moderate volume at undisclosed prices, but it was felt that they went at ½c less than last trading. Some outside branded steers sold during the week at 16½c for butts and 16c for Colorado, April salting, with March at ½c under that.

The market seems fairly well cleaned up at present. While there are hides coming through right along, sellers have apparently done pretty well in cleaning up any stocks of hides on hand. Tanning demand is very slim. Any improvement in the demand for hides might mean considerable strength in the big packer

Calfskins

Calfskins quiet all the way around. Nothing done in either the packer or outside markets. Only activity in slunks, about 20,000 regulars selling at \$3.15, off 35c from previous business. All four big sellers active.

Packer Northern light calf unchanged at 61c with heavies quoted at 64½c. River skins quoted at 61½c for heavies and 57½c for lights. Small packer untrimmed allweights still range 48 to 52c, depending upon quality. City untrimmed allweights quoted around 42 to 45c nominal with country skins ranging 29 to 31c, depending upon quality, in car lots.

New York trimmed packer calfskins figured at \$3.75 for 3 to 4's, \$4.25 for 4 to 5's, \$5.00 for 5 to 7's, \$5.80 for 7 to 9's, and \$8.00 for 9 to 12's. Collector New York trimmed skins quoted at \$3.30, \$3.80, \$4.40, \$5.00 and \$7.00 respectively.

Kipskins

Packer kipskins should be available in small quantities in a short time. Last prices were 47c for Northern and River kip, 42c for overweights. Small packer kip is quotable at 35 to 37c according to quality with country untrimmed skins at 26 to 27c. New York trimmed packer skins quoted at \$9.25 for 12 to 17's and \$10.00 for 17's and up. Collector skins are \$7.90 and \$8.50 respectively.

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	18-23	18½-24	18½-24	18-23
Ex. light native steers	26	28	28	29
Light native cows	22½-24	23-24½	24½-26	24½-25
Heavy native cows	20½-22	20½-21	20½-22	18½-19½
Native bulls	16N	16½	17½	15½
Heavy Texas steers	16½N	17	17	18
Light Texas steers	20	22	22½	19
Ex. light Texas steers	24N	25	25	24
Butt branded steers	16½N	17	17	18
Colorado steers	16N	16½	16½	17½
Branded cows	20½-21½	20½-21½	20½-21	18½
Branded bulls	15N	15½	16½	14½
Packer calfskins	61-64½	61-64½	61-63½	53½-68½
Chicago city calfskins	42-45	42-45	40-42	35
Packer kipskins	42-47	47	47	47
				25

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Apr. 20	Close Apr. 13	High For week	Low For week	Net Change
June	18.33B	18.80T	18.71	18.05	-47
September	18.20B	18.58T	18.47	18.00	-35
December	17.95B	18.30B	18.35	18.15	-35
March	17.60B				
July	21.20B	21.30B			-10
October	20.85N	20.75N			-10
January	20.35N	20.45N			-10
April	20.05N	21.95N			-190

Total Sales 145 lots

Small Packer Hides

Tanners continue to be very slow in coming around to the buying market. While sellers have not been willing to shade their asking prices to any extent, bids have been lowered right along. There are hides available. Sellers have hides, but there are not enough of them around to exert much pressure on packers to sell. Tanners, finding leather business very dull, are not anxious to buy, which has a stalemating effect on the market as a whole.

Price ideas of tanners holding around 20 to 20½ selected for 48/50 lb. average allweight native steers and cows from Midwestern points. Up to 21c selected paid for some particularly choice 48 lb. average hides from a short freight point, but such lots are not typical of the market. Prices on 50/52 lb. average Midwestern hides are ranged from 19½ to 20c selected.

In the heavier selections, however, the situation is different. Averages around 55 lbs. are bid as low as 18c selected, and sellers cannot get much more for them, but want as much as 19½ selected. Heavy 60/62 lb. average lots continue to be quotable around 16c selected. Southwestern small packers quoted in a buying range of 22 to 23c for 43/44 lb. averages, flat for trimmed hides, and from 23 to 24c flat on trimmed 40/42 lb. averages, FOB Southwestern points. Small packer bulls quiet and easy at 14c selected.

Country Hides

There continues to be two camps in the buyers' side of the picture, some tanners very bearish, others tempering their ideas somewhat by the fact that hides are hard to get at the lower quoted levels. While some tanners figure that a 16c bid is best for 50/52 lb. average Midwestern countries, others say that up to 17c has been paid, flat trimmed, and feel that the market is quotable at that price, quoting up to 17½c on 48/50 lb. average good countries. They will, however, not quote much above 17c on 48/50 lb. averages with a large percentage of renderers, FOB shipping points, and particularly on lots with considerable freight on them.

Buying interest, even from two different sectors, is very slim. Offering prices range 1 to 2c higher than what is being bid, and sellers are stubborn about accepting buyers' ideas. It is felt that there is considerable trading going on quietly, either at the high side in such cases where tanners need hides rather badly, or on the low side where a seller is anxious to move a car or two to clear his warehouse.

In the lighter end, prices are higher, of course, but badly in need of establishment by volume trading. Lighter average Midwestern countries said salable as high as 19 to 19½c flat, depending upon weights, but sales of very light hides are hard to find.

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Horsehides

Shading of prices is difficult for buyers to realize, although there has been buying pressure in the horsehide market. Nevertheless, with production very small, sellers are not inclined to go along with any lower ideas. Some buyers have quoted a market about 10 to 15c lower on the average, but this is not general. Other tanners say that while they would like to see lower prices, they cannot find hides around for less money.

Ideas largely unchanged. Trimmed Northern and Midwestern 60 lb. hides are holding around \$10.25 to \$10.50, depending upon quality, with 70 lb. trimmed hides quoted up to \$11. Fronts very slow, quoted around \$7.50 at best, but quite usually around \$7.25. Butts, basis 22 inches and up, are holding around \$3.75, some to \$4.00 FOB shipping points.

Sheep Pelts

Little activity reported in this market, although there is trading going on regularly at quiet levels. Most business that is not reported is felt to be at steady levels, however. Big packers have not done a great deal in the Midwest due to slow accumulations, but have sold small car lots here and there when they have had them available.

Prices for Midwestern big packer shearlings holding unchanged at \$2.95 for No. 1's, \$2.30 for No. 2's, \$1.80 for No. 3's, and some No. 4's at \$1.15 when available. Spring

lambs on the West Coast have brought better than \$3.10 per piece, but sellers are not inclined to report anything over that price as yet. Interior Western lambs quoted at \$4.60 per cwt. or in that neighborhood. Pickled skins quiet, quotable around \$11 per dozen for big packer production.

Goatskins

Market continues slow. However, with England and Continent still out of market, Cape and Mombassa markets easier. Fair volume of Southern Indias sold recently on basis \$11.00 to \$11.25 per dozen c&f. for 1.70/1.80 lb. Coconadas and Deccans, sea salt cured, as to shipper. Karachi Amritsar market firm at from \$11.75 to \$12.00 for 1200 lb. skins. Calcutta market unchanged at \$10.50 talked on 20% smalls Best Patnas and \$11.00 on 20% smalls for Mozufferpores.

First class shippers of genuine Batis ask \$15.00 to \$15.50 although regular weight Batis sold down to \$13.50. Some Addis-abebbes offered at \$12.00. Berberahs and Hodeidahs quiet, Eritreans last sold at \$11.00. Capes and Mombassas mixed, reports unconfirmed. Red Kanos goatskins available from \$12.0 to \$1.22 per lb. c&f.; some shippers ask \$1.25 but sales made at lower levels.

Dry Sheepskins

Very little activity noted. Fulton County quiet as buyers look for cheaper raw stock to make a cheaper line of leather. Grain leather not

selling as demand for women's gloves has been very small. According to Easter sales reports more fabric gloves sold than leather; even the popular English doeskin.

Not much interest in hair sheepskins. Buyers' ideas are at prices considerably under what shippers have been asking. While some frieing said to be going on in Fulton County, most tanners have not really opened up as yet as they claim that prices are too high and they are continuing their cautious buying operations.

Cape gloves firmly held with lowest offering at 142 shillings 6 pence though most holders have higher ideas. Some expressed views around 130 shillings. Brazil cabrettas in the same position with lowest offering of Pernambuco's figuring \$13.25 c&f., basis mfrs., and most shippers talking from \$13.50-14.50, depending upon districts as against buyers ideas of \$12-12.50, as to lots. Nigerians unchanged around 60c per lb. basis Kanos primes. Difficult to confirm any new sales of Mombassas, Addis-abebe slaughterers or dry salted Sudans.

Pickled Skins

At the next New Zealand auction, to be held on May 3rd, the following quantities will be offered. North Island sheep, 36,515 dozen, South Island sheep, 6,158 dozen; North Island lambs, 72,951 dozen, South Island lambs, 107,907 dozen, making a total of 223,531 dozen sheep and lambs to be auctioned.

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THE RUMPF PUBLISHING COMPANY
300 W. Adams St., Chicago 6

Foreign News . . .

(Concluded from Page 14)

sumption of hides and skins is estimated at: 400,000 cow hides, 100,000 buffalo hides, 1,200,000 goat skins and 1,200,000 sheepskins.

Excepting the First World War years, prices of hides and skins in Indonesia were highest in 1920, when an average of \$116.53 at the then mean rate of exchange was quoted on every 100 kilograms of dry cowhides. Thereafter prices fluctuated downwards, touching \$42.53 in 1935. In the last prewar normal year of 1939, the average price was \$46.79.

The post-World War II years are witnessing tremendous fluctuations in the prices of most commodities, including hides and skins. The chaotic conditions in this country, which are hampering production, the high costs of living, the lack of confidence in the guilder, the comparative scarcity of investment projects for the somewhat inflated currency circulation, the increased demand by local tanneries, and recently the devaluation of the guilder, have all tended to raise prices to their unprecedented levels. It is reported that exporters are finding it difficult to compete with local tanners.

As stated, the recent devaluation of a number of the world's currencies may alter the international trading pattern in hides and skins, including those from Indonesia. Domestically, a real improvement may be anticipated as soon as the recent political settlement between the Dutch and the Indonesians has been projected into everyday life.

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Undisplayed advertisements cost \$3.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

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Coming EVENTS

April 16-20, 1950—Shoe Manufacturers' Fall Opening. Hotel New Yorker, New York City. Eugene A. Richardson Associates.

April 23-30, 1950—Fall Shoe Show, sponsored by Tri-State Shoe Travelers' Assn. Hotel Statler, Buffalo, N. Y.

April 23-27, 1950—Fall Showing, sponsored by St. Louis Shoe Manufacturers Assn., Hotel Statler and other hotels, St. Louis.

May 1-4, 1950—Early Fall Opening, Guild of Better Shoe Manufacturers. Member Show Rooms, New York City.

May 6-10, 1950—Fall Shoe Show, sponsored by Pennsylvania Shoe Travelers' Assn. William Penn and Fort Pitt Hotels, Pittsburgh, Pa.

May 7-10, 1950—Fall Shoe Show sponsored by Southwestern Shoe Travelers Assn. Adolphus, Baker and Southland Hotels, Dallas, Tex.

May 7-10, 1950—15th semi-annual showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

May 12-13, 1950—Annual Convention, North American Shoe Superintendents' and Foremen's Assn. Hotel McAlpin, New York, and Brooklyn Clubhouse.

May 14-18, 1950—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

May 21-24, 1950—Annual fall shoe showing of West Coast Shoe Travelers Associates. Sir Francis Drake, Plaza and St. Francis Hotels, San Francisco, Cal.

May 22, 1950—Spring Meeting, National Hide Assn., Hotel Statler, Boston, Mass.

May 25-26, 1950—Spring Meeting, Tanners' Council of America. Hotel Traymore, Atlantic City, N. J.

May 31-June 2, 1950—1950 Convention of American Leather Chemists Assn., French Lick, Ind.

June 4-5-6, 1950—Indiana Shoe Travelers' Association Fall Show, Hotel Severin, Indianapolis, Indiana.

June 12-17, 1950—National Luggage and Leather Goods Week. Sponsored by National Assn. of Luggage and Leather Foremen's Assn. Hotel Commodore, New York.

July 23-26, 1950—Baltimore Shoe Club Show, Lord Baltimore Hotel, Baltimore, Maryland.

June 24-28, 1950—Mid-Atlantic Shoe Show, sponsored by the Middle Atlantic Shoe Retailers Assn. The Benjamin Franklin Hotel, Philadelphia, Pa.

Sept. 6-7, 1950—Official opening of American Leathers for Spring, sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, N. Y.

Oct. 25, 1950—Annual Fall Convention, National Hide Assn., Edgewater Beach Hotel, Chicago.

Oct. 26-27, 1950—Annual Fall Meeting, Tanners' Council of America, Edgewater Beach Hotel, Chicago.

DEATHS

Arthur O. Johnson

... 55, manager of the Providence, R. I., office of Geigy Co., Inc., New York City dyestuff makers, died April 16 in Providence. Johnson joined the Geigy organization on May 1, 1923, as a salesman and demonstrator in the Philadelphia office. Previously he was a dyehouse technician. Later he was transferred to the Providence office and became manager upon the retirement of Ernest A. Sherburne.

He leaves his wife, Elizabeth, one daughter and two grandchildren. Burial was in Plymouth, Mass., on April 19.

Willard Helburn

... 66, president of Willard Helburn, Inc., Peabody sheepskin tanner, died April 16 in Pasadena, Cal., while enroute to his Cambridge, Mass., home from a New Zealand business trip. A native of Boston and graduate of Harvard College, class of 1904, he entered the leather business as treasurer of Helburn Thompson Co., Salem, Mass., before founding his own firm in Peabody.

As a young man, he was an enthusiastic mountain climber and held membership in the Harvard Mountaineering Society and the Appalachian Mountain Club. During World War II, he was a division head of the War Production Board.

He leaves his wife, Margaret; two sons, Nicholas and Peter; a daughter, Mrs. Margaret Kocher, wife of the labor attache of the American Embassy at Brussels, Belgium; and a sister, Theresa Helburn, president of the American Theatre Guild.

F. Bernards

... 67, a partner in the firm of M. Levenbach, Amsterdam, Netherlands, died April 16. The Levenbach Co. represents Allied Kid Co., Armour Leather Co., Colonial Tanning Co., Malis Leather Co. and Stahl Finish Co. in Holland. Bernards, a prominent figure in the tanning industry and import business in Holland, made many friends when he visited the U. S. in 1946.



THE only successful press that prepares Sole Leather for drum tanning, extracting and oiling.

Also prepares both bark and chrome tanned sides and whole hides for the skiving and splitting machine.

WRINGER

Quirin Leather Press Co.
Olean, New York

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● Have been meeting the special requirements of the Tannery since 1859 . . . Write for Bulletin TP-629.

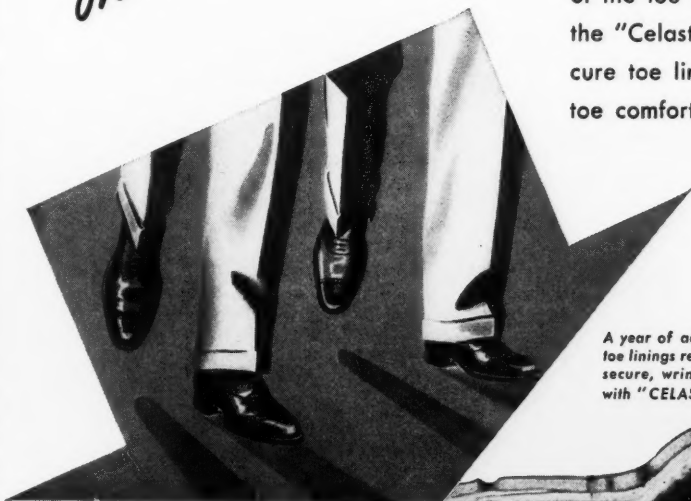
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(Est. 1859)
300 Elm Street Buffalo, N. Y.

Here's the
"Inside Story"
on Toe Comfort

A principal cause of toe discomfort is wrinkled, or loose, toe linings . . . this condition can be prevented by the use of "Celastic"* Box Toes!

The reason: "Celastic" is a woven fabric impregnated with a plastic compound that fuses together lining, box toe and doubler to form a strong three-ply unit.

Technically speaking . . . when the plastic compound is activated by the solvent, the resulting colloidal solution penetrates the adjoining lining and doubler . . . when the solvent evaporates, the plastic compound hardens, securing itself in the weave of the toe lining and doubler . . . locking them to the "Celastic" box toe. This fusion provides a secure toe lining and a smooth interior . . . assures toe comfort for the wear-life of the shoe.



A year of active wear yet
toe linings remain smooth,
secure, wrinkle-free . . .
with "CELASTIC"



UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS



*"CELASTIC" is a registered trade-mark of The Celastic Corporation

"AS EASY AS ROLLING OFF A LOG"

That's how easy it is to adjust the new, vastly improved, Randall Precision Splitter to obtain the exact thickness required and maintain an absolutely uniform split. So why struggle along with machines on which the "down" (unproductive) time required for adjustments is a substantial item of expense.

By introducing many new, exclusive mechanical features, Randall now makes it easy to split leather and other materials with a speed and accuracy never before possible, *thus materially reducing production costs.*

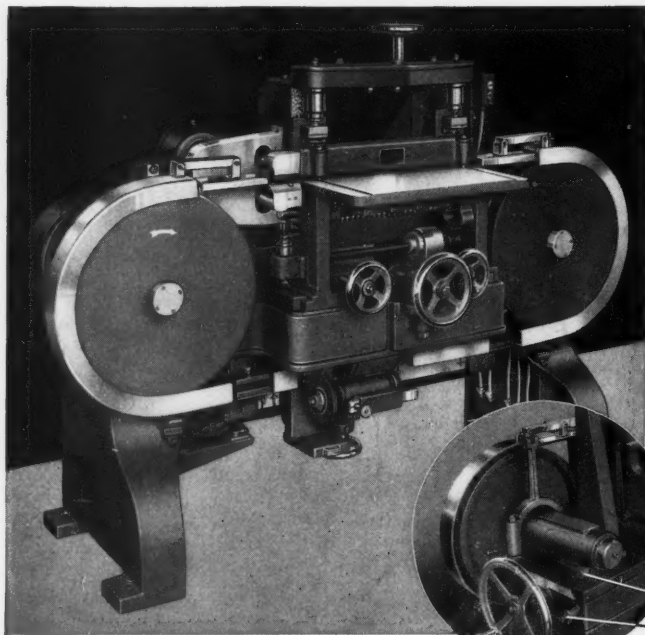


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STRAIGHT TO THE MARK

Band Knife **SPLITTER**



SOLD OUTRIGHT — NO ROYALTIES

DOES YOUR SPLITTING MACHINE HAVE THESE FEATURES?

Independent Feed Roll Control which makes it possible to stop the feed rolls instantly and reverse them if necessary.

Individual Motor Drives for each unit. This eliminates complicated gearing, thus reducing vibration to a minimum and making the machine practically noiseless in operation.

A Tension Device to keep the knife taut.

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Micrometer Adjustment for determining exact thickness of the split.

A 2-speed Gear Box for operating Feed Rolls.

A Universally Adjustable Head to insure accurate alignment of the Feed Rolls with the Knife.

A built-in Diamond Dressing Tool for grinding the wheels.

Sectional Feed Rolls to insure uniform split.

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Knife Tension Indicator Rod

Knife Tension Adjusting Wheel

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